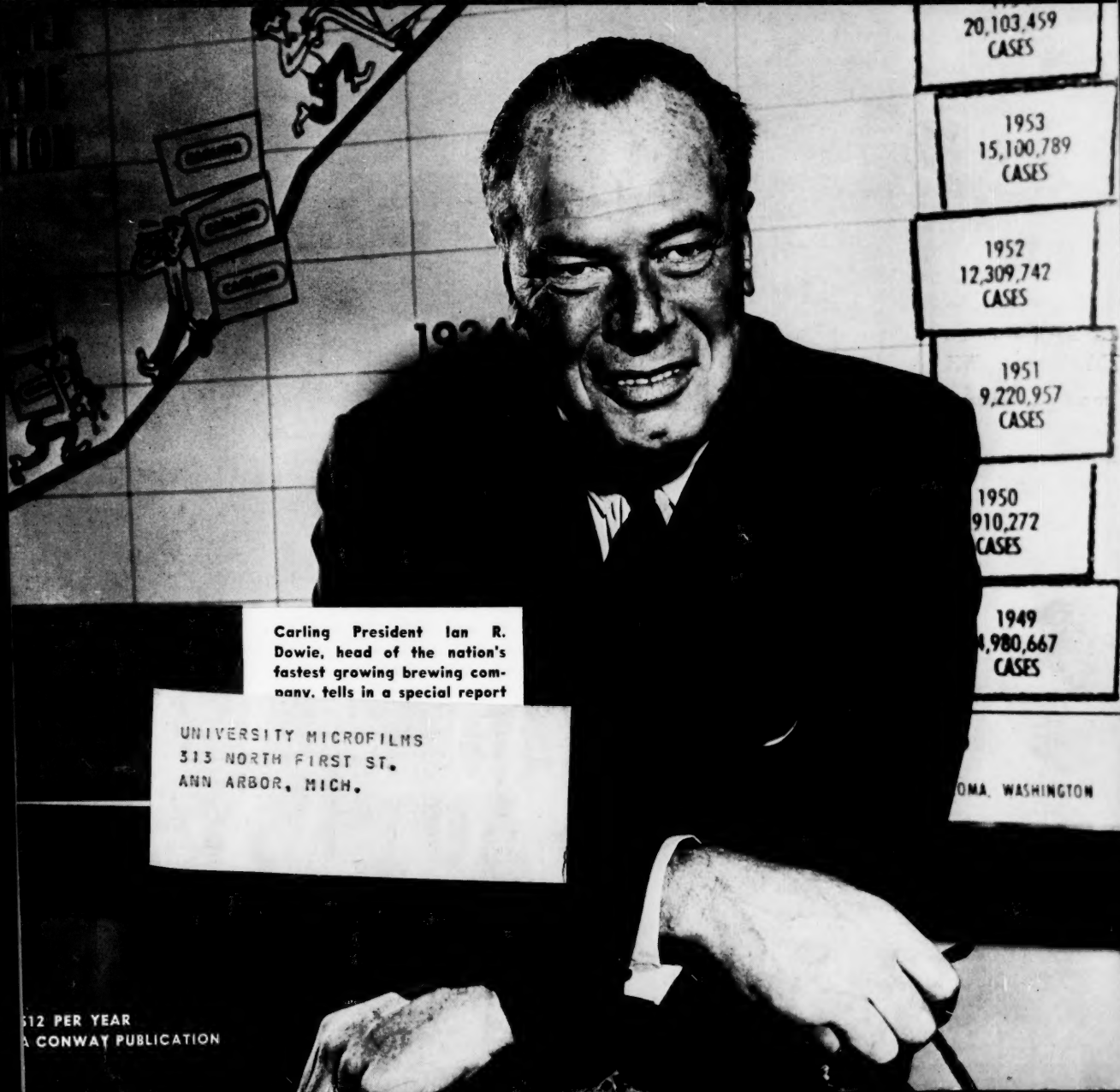


Industrial Development

THE NATIONAL GUIDE TO INDUSTRIAL PLANNING AND EXPANSION



20,103,459
CASES

1953
15,100,789
CASES

1952
12,309,742
CASES

1951
9,220,957
CASES

1950
910,272
CASES

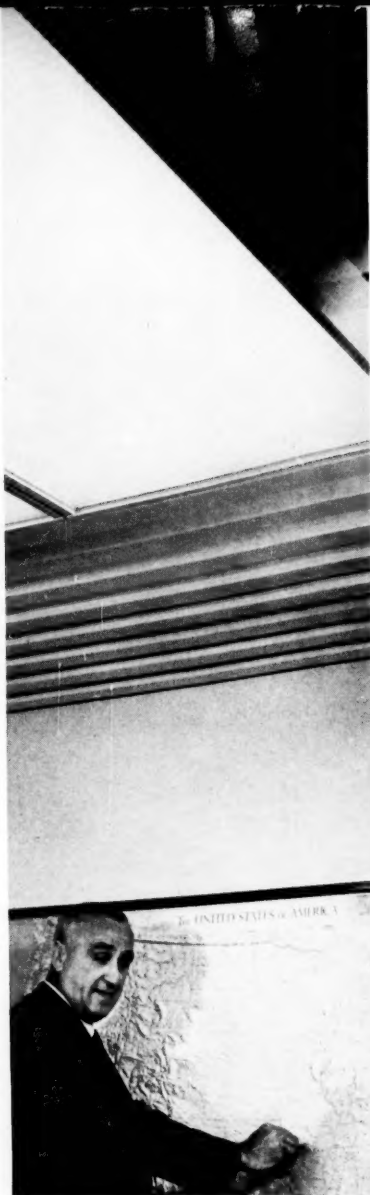
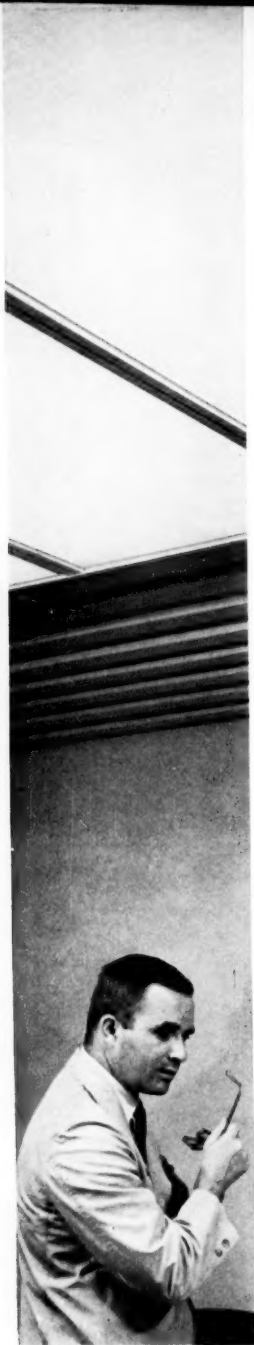
1949
4,980,667
CASES

OMA, WASHINGTON

Carling President Ian R.
Dowie, head of the nation's
fastest growing brewing com-
pany, tells in a special report

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INDUSTRIAL DEVELOPMENT and manufacturers record



Volume 128 October 1959 Number 11

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Bigger than ever, this new handbook and site selection guide offers you the most comprehensive listing of location factors ever compiled, plus the names and addresses of more than 9,000 development groups and organizations.	

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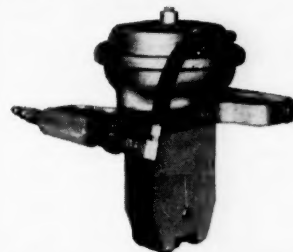
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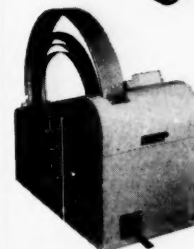
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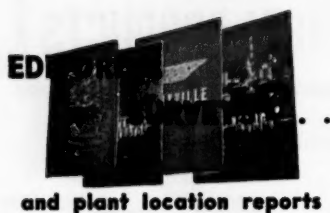
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matically feeds
and cuts exact
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ber of straps
needed. Write:
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Since before the turn of the century MANUFACTURERS RECORD has issued special studies of specific cities and areas to assist the site-seeking industrial firm. Today, through the combined coverage of INDUSTRIAL DEVELOPMENT and MANUFACTURERS RECORD this tradition of leadership in this field is being extended and carried forward.

Before you go site-seeking, take advantage of background studies which have already been prepared for the areas listed below. Generally, reprints are available gratis.

Area	Date
Oklahoma	Sept., 1959
Fresno County, Calif.	Sept., 1959
Niagara Frontier	Aug., 1959
Canada	Aug., 1959
Ohio River Valley	Jul., 1959
Columbus, Ohio	June, 1959
St. Louis Area	May, 1959
Iowa	Apr., 1959
Puerto Rico	Mar., 1959
Washington, D. C. Area	Feb., 1959
Cleveland Corridor	Jan., 1959
West Texas	Jan., 1959
Rome and Floyd County, Ga.	Dec., 1958
Sacramento	Nov., 1958
North Carolina	Oct., 1958
Orange County, Calif.	Sept., 1958
Erie County, Pa.	Aug., 1958
New Bedford, Mass.	Aug., 1958
Lower Va. Peninsula	July, 1958
Mattoon, Ill.	June, 1958
Florida Bay Area	June, 1958
Western Mississippi	May, 1958
Savannah Ga., Area	May, 1958
Knoxville, Tenn.	April, 1958
Charleston, S. C.	March, 1958
Dallas, Tex.	Feb., 1958
Louisiana	Jan., 1958
Cobb County, Ga.	Jan., 1958
Arizona	Dec., 1957
Pennsylvania	Sept., 1957
Canada	Aug., 1957
Petersburg, Va.	Aug., 1957
Southwest, Ga.	July, 1957
Charlotte, N. C.	Feb., 1957

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in
principal
cities

IN IDEAL... IDEAL... IDEAL...

During recent years, our staff has worked with a great many firms in gathering location data. Based on specifications submitted, and on final location decisions made, there emerges a picture of the community which the average firm considers ideal. Here's an outline:

"Ideal Location, U.S.A." is a small city with a steadily-growing population. (About two-thirds of all significant new plants are being placed in communities of less than 100,000 population, although many go into "satellite" communities close to major cities.)

The ideal community has an honest government which delivers maximum service to the people for each tax dollar. "Ideal" has a professional city or county manager who reports to a council or board which includes responsible local business and civic leaders. There is an active two-party system and a high percentage of the voters cast ballots in every election.

Ideal has a comprehensive planning and zoning program carried out with professional advice and assistance. Residential areas are protected from industrial growth and industrial areas are protected from residential encroachment. There is a long-range plan for providing major thoroughfare as required by increasing traffic.

Community leaders in Ideal have dealt effectively with the parking problem. There are ample storage spaces in the downtown area, and off-street parking is required for all new projects throughout the area.

Construction of school facilities in Ideal is keeping pace with rising enrollment, so there are no double-sessions or overcrowded classrooms. Curricula are revised and improved periodically to reflect changing needs. There are strong science programs in the high schools.

Ideal has an effective law enforcement program, as indicated by a crime rate substantially below the national average. Similarly, good insurance ratings indicate that the fire department is efficient.

During the past summer there have been no water shortages in Ideal—no limitations on the use of water for washing cars or watering lawns. The pumping capacity of the municipal system is greater than the peak demand and plans have already been made to expand the system to keep ahead of increasing use. The same can be said for the sewer system and the sewage treatment plant.

Ideal can offer the new resident excellent medical facilities. The ratio of hospital beds per 1000 population is well above the national average, as is the ratio of doctors per population unit.

There are churches for the major faiths, and local membership is high. Evidence of local interest in cultural pursuits may be seen in the Ideal museum—not a musty vault, but an active community center with art classes for youngsters and adults alike.

Keen civic awareness is further evidenced in Ideal by the existence of an alert newspaper and a busy radio station. Television reception in the area is good.

Each season the Ideal area plays host to several major sports events, including college football, professional baseball, and a national golf tournament. The sale of alcoholic beverages is legal, but carefully controlled.

When you visit Ideal you can choose between a new motel on the outskirts, or the new wing of the hotel downtown. You'll find good food and good

service, at reasonable cost. Both are good enough to be listed in the major travel guides.

For a city of its size, Ideal has fine transportation service. It's on a major rail line and has feeder airline service connecting conveniently with larger systems. Major market centers can be reached overnight through several trucking lines. There's a convenient airstrip, with hard-surface runways, lights, and radio facilities for private and company aircraft.

Ideal is also fortunate in being located on a navigable waterway which affords inexpensive transport for bulk materials. Most important, Ideal is on a branch of the new Federal interstate highway system.

The firm locating a plant in Ideal will have no difficulty finding adequate labor. A labor force survey conducted just this year shows a substantial number of workers in the area who would be attracted to a new plant. This does not mean that there are large numbers unemployed, but that such trends as farm mechanization are resulting in an increased pool of available labor.

Further, the new employer is happy to note good relations between local labor and the industries already located in the area. There hasn't been a major strike in five years.

Moreover, Ideal is in a state which has a Right To Work Law and intends to keep it. Union racketeering is dealt with quickly and effectively. The cost of producing goods in Ideal is below the national average, not because of low wage rates, but because of high efficiency and productivity inherent in the character of the labor force.

Ideal is geared to handle industries of the space age, and has a special interest in technological activities. There's a vocational training program for developing new skills. More important, there's a top-flight engineering college nearby which each year graduates a new crop of young scientists, and there's a graduate school where advanced degrees are awarded in chemistry, physics, and mathematics.

The distribution of the tax burden between industries, individuals, and other interests is considered to be fair and reasonable in Ideal. The per capita debt is low. There are no "giveaways" or tax exemptions for new industry, but government officials are noted for the fine cooperation they give in extending utilities and providing other assistance for new plants.

The city fathers have seen to it that there are plenty of good sites available in Ideal at reasonable cost. Good tracts along rail lines and major highways have been reserved by zoning or by direct acquisition. There's plenty of information available in the form of aerial photos, topographic maps, and engineering studies.

There are alert groups in Ideal ready, also, to assist in financing a new plant. There's a substantial fund in the local development corporation ready to be used to help a worthwhile enterprise get started in the community.

Ideal is fortunate in that its well-balanced economy includes such major sources of revenue as farm products, forest products, mining, and a variety of manufacturing. No one operation dominates the economy.

One of the outstanding factors in Ideal's favor is the wealth of recreational opportunities. The climate favors outdoor activities and there are wide opportunities for swimming, fishing, hunting, and other sports. Tourism is, in fact, a substantial business in the area.

There's a strong chamber of commerce, well financed, and well-staffed. The business firm looking for a site can be assured of prompt, professional assistance. Where desired, the plant location experts in Ideal can handle a project in complete secrecy, to protect the new industry's interests right up to the moment that public announcement is made.

In short, Ideal is a healthy community in every respect. It's a city without urban congestion, growing with a minimum of growing pains. It's prosperous now and it's going to be even more prosperous in the years ahead. Its citizens take pride in its accomplishments and share a determination to make Ideal even more ideal in the future.

—H. M. C.



Number 6 in a Series

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SPECIAL NOTICE

You will notice that your 1959 Site Selection Handbook is bound with the regular October issue of Industrial Development. Thus, this issue contains all the material which would normally go into the regular October issue, plus the Handbook.

The decision by the editors to bind the two books together was based upon several considerations, first among which is the fact that a single issue can be catalogued much more easily by libraries and indexing services. We feel, too, that the single volume will be much more convenient for use by the readers and more effective for advertisers. The result is this fact-packed, 240-page issue which will be useful to you now and in the future.

letters

SIRS: Many thanks for making your publications available to us and ultimately to businessmen all over the world. The publications you sent us in the Spring have been or will be displayed in Trade Information Centers in India, Germany, France, Morocco, Japan, Spain, Nigeria, Poland, Italy, Peru, Ecuador, Canada and Syria.

When we show a complete library of business publications abroad we are exhibiting a spectacular cross section of American commerce and industry—a true picture of the American free enterprise system.

In November we will again be sending out libraries for use by the Trade Missions which will be going out in the Spring of 1960. We would appreciate your sending us 20 copies. . .

E. PAUL HAWK, Director
Trade Missions Program
Bureau of Foreign Commerce
Washington 25, D. C.

SIRS: As subscribers to *INDUSTRIAL DEVELOPMENT* and *MANUFACTURERS RECORD* we have received and found most helpful the 1959 edition of *THE BLUE BOOK OF SOUTHERN PROGRESS*, and would be most interested in receiving similar records covering other sections of the country, if available. For instance, similar information covering the States of Ohio, Penn-

sylvania, New Jersey, and New York would greatly aid us in a study we are presently making. . .

Any information you can furnish us in this regard will be very much appreciated.

MURIEL E. PECORARO
Secretary to President
The Carwin Company
North Haven, Connecticut

► Since there is no other regional publication comparable to *THE BLUE BOOK*, the company was advised to contact development groups in each area as listed in the *SITE SELECTION HANDBOOK*.

SIRS: I read with a great deal of interest in your column "In Our Opinion . . ." in the August issue of *INDUSTRIAL DEVELOPMENT*, of the importance of the company airplane in site planning.

The field of corporate flying is the fastest-growing segment of the aviation industry, and the availability of a flight strip at the plant site will be of increasing importance.

There are, however, many locations where lack of space precludes the possibility of an airstrip, and for such locations we feel that the helicopter offers the solution.

The creation and certification of a heliport by the Federal Aviation Administration is a comparatively simple and inexpensive project, as indicated by the enclosed pamphlet, "Your Heliport

Design Guide."

For your information, I am also enclosing some brochures describing our own helicopter service. In addition to our executive charter flights, we are very enthusiastic about the possibilities of the helicopter as an instrument for industrial development and site selection work.

Incidentally, one of our men is a subscriber of yours, and he finds *INDUSTRIAL DEVELOPMENT* to be one of the most valuable and informative publications he receives.

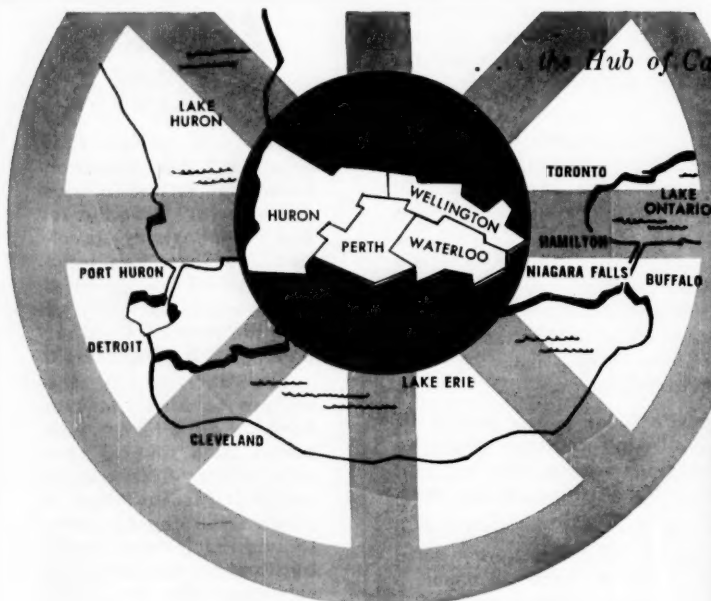
A. D. WILLIAMS, JR., President
Execuplane, Inc.
Westchester County Airport
White Plains, New York

SIRS: I was certainly impressed with the April 1959 issue of *INDUSTRIAL DEVELOPMENT*, particularly the article titled "The Registered Community Audit."

That we may acquaint the communities in this territory with the advantages of such an audit, shall appreciate your sending me a dozen of the forms with accompanying instruction sheets.

The possibilities of the Community Audit are practically unlimited. Congratulations to the staff of *INDUSTRIAL DEVELOPMENT* for coming up with such a comprehensive and practical service.

A. C. TODD
Industrial Agent
Baltimore & Ohio Railroad
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cover story

Primary factors included in selection of the site for Carling's Atlanta plant were proximity to existing and future markets, ample transportation facilities, abundant power, skilled workers and an adequate source of suitable water.

Things are Brewing at Carling !

By Ian R. Dowie

President, Carling Brewing Company

In 10 years Carling has risen from 62nd place among the nation's brewers to fifth place today. How this skyrocketing growth has taken place, largely through a pattern of decentralization, is presented here in this exclusive report by the company's chief executive.

THE story of the growth of the Carling Brewing Company to a position of recognized leadership in the highly-competitive brewing industry in America is a story revolving around the word "decentralization."

Carling's management firmly believes that its decentralization policy has in large measure accounted for its rise from 62nd place among the nation's brewers in 1949 to fifth place in the volume standings today.

This decentralization has taken place in Carling's general management, its marketing and advertising, public relations and plant location.

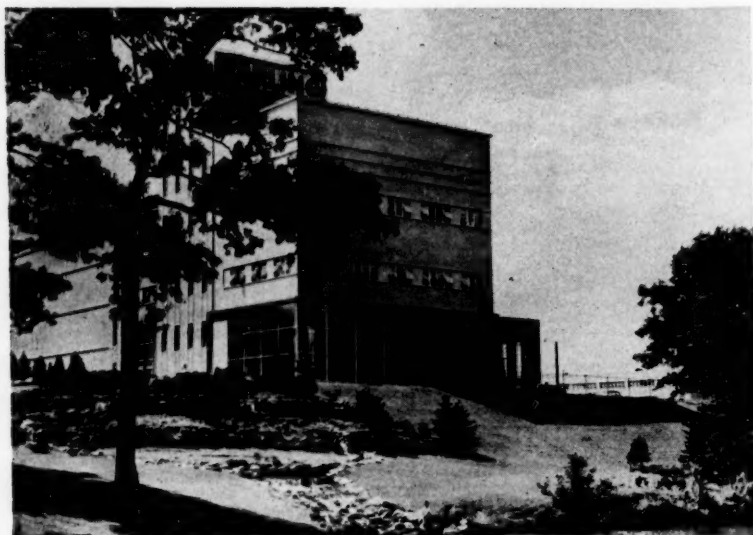
The system of geographical decentralization employed by Carling has many advantages in the brewing industry, the company management feels, due to some of the unique characteristics of the industry.

For example, the brewing industry

differs from most brand name consumer goods industries in that there are more than 200 companies in the country energetically marketing somewhere in the neighborhood of three hundred brands. The largest company in the industry does only 8 per cent of the business. The Carling company—in fifth place—does about 5 per cent, and the top fifteen companies in the industry together do about 55 per cent of the business.

It is not uncommon in other brand name consumer goods industries to find one brand achieving something like that percentage of the total volume, and to find three or four together doing about 80 per cent is commonplace.

In 1948, the first year in which conditions in the brewing industry were normal after the shortages of the war and early postwar years, there



Believing in being the best possible citizens in its plant communities, Carling places strong emphasis on the aesthetic values of plant design. This new installation at Natick, Massachusetts, which is located on a lake, exemplifies that concept.

were about 500 brewing companies in business. However, between 1948 and 1953, over 100 of these companies fell by the wayside. Meantime, a few companies, described as national shippers, selling beer at premium prices, built their share of the business up to about 30 per cent of the industry sales.

Since 1953, that trend has been reversed with mortality among the smaller companies continuing. While the percentage of beer sold at premium prices has declined to around 20 per cent, the companies which have enjoyed the greatest growth have been the companies which might be described as large regional companies—companies distributing their brands through a one- to five- or six-state area.

The most successful of these companies have been the so-called multi-regional companies of which Carling is a notable example. Carling has come closest among these brewers to attaining complete national distribution on this multi-regional basis.

With the trend indicating that Carling's major competitors in the future would be the large regional breweries, the Carling management determined the company must not be at any competitive disadvantage with these companies. It was obvious that Carling must match its large regional competitors in every respect and yet be selling national brands.

This, then, is the background from which Carling has moved more and more in the direction of decentralization.

Carling's present pattern of growth was begun in 1949 when a major reorganization was effected under entirely new management. The company actually had begun brewing operations in Cleveland, Ohio, in the early 1930's as Brewing Corporation of America.

The one plant of the company in 1934 had an annual capacity of only 240,000 barrels. Today, that same Carling plant in Cleveland can produce 2,200,000 barrels of beer and ale. This increased capacity at the Cleveland plant was the result of a \$3,000,000 expansion program there following an increase in sales of 200% during 1948-53.

The movement of Carling's production facilities into locations closer to developing markets began in 1954 with the purchase from the Griesedieck Western Brewery Company of a plant in Belleville, Illinois, to serve the Midwest.

Another major expansion came in June, 1956, when the company opened a newly-constructed plant in Natick, Massachusetts, a suburban community 20 miles west of Boston. This plant—the first new brewery built in New England in 40 years—was widely acclaimed because of that area's intense

interest in revitalizing its economy. Carling's show-place Natick plant has an annual production capacity of 600,000 barrels.

In the fall of 1956, Carling again added to its production capacity by purchasing the Frankenmuth, Michigan, plant of the International Breweries, Inc.

At Atlanta, Georgia, Carling formally opened the first brewery built in the South in over 25 years during the summer of 1958. This 350,000 barrel capacity plant is situated along Atlanta's much-traveled South Expressway in an area which since has become the "industrial park" home for many other industries—including at least one supplier of the brewery.

Later last year, Carling acquired the Heidelberg Brewing Company and its 650,000-barrel plant at Tacoma, Washington. Purchase of the Washington state company gave Carling six operating plants and construction is now underway on a 40-acre site at Baltimore purchased from the Baltimore and Ohio Railroad.

Total production capacity of Carling following the acquisition of Heidelberg is currently approximately 5,500,000 barrels annually, ranking Carling among the top three or four brewing companies in the country. Brand names for Carling are *Black Label*, *Stag* and *Heidelberg* beer and *Red Cap* ale.

The acquisition of five additional plants in a period of just four years is a major undertaking and indicates the aggressiveness with which Carling is helping expand its markets by getting its production facilities close to them.

Marketing studies and other voluminous research, of course, helped determine general areas in which plants were needed. In three cases—Belleville, Frankenmuth and Tacoma, exact locations were predetermined since existing plants were acquired. Even so, these were carefully evaluated from the standpoint of transportation, utilities, expansion possibilities, accessibility to markets, community attitude, etc.

The same factors carried even more weight in the expansion program undertaken in New England, the South, and the Middle Atlantic states, where Carling selected the sites on which to build its plants.

In both cases, the company surveyed wide areas for sites with close proximity to existing and future markets; ample highway and railway fa-

cilities; abundant electric power; a labor market possessing technically skilled workmen, and an adequate source of suitable water for the brewing process.

Among the 21 communities visited and inspected in the Greater Boston and New England area was Natick. The town appeared to company officials to have the necessary requirements for a new industry such as Carling and that community's industrial council generated a spark of genuine hospitality in the townfolk and successfully convinced Carling executives that it would be a pleasant community in which to work and live.

Carling, through its top executives, assured the community that the firm would reflect their friendliness by building a new plant which would enhance the surroundings, and that the company would work for the advancement of the town in furthering its economic, social and cultural growth.

Located in a park-like setting on a 32-acre tract just off Route 9, the Worcester Turnpike and near the East-West Massachusetts Toll Road, the three-unit Carling Natick plant is situated on the shores of tree-bordered Lake Cochituate.

Carling's Atlanta plant has no lake, but is often cited by civic and business leaders as architecturally one of the most attractive industrial facilities in that city—a city with many beautiful plants and warehouses.

This is one of the nicest aspects of industrial development in many areas today. New buildings have been designed not only for efficiency of operation but for beauty of appearance. Throughout the nation, literally hundreds of new plants and offices have been constructed with an eye to the surroundings. This is good for the individual companies themselves, good for the communities in which they are located and good for business as a whole. Carling in Natick and in Atlanta has tried to fit into this most worthwhile pattern.

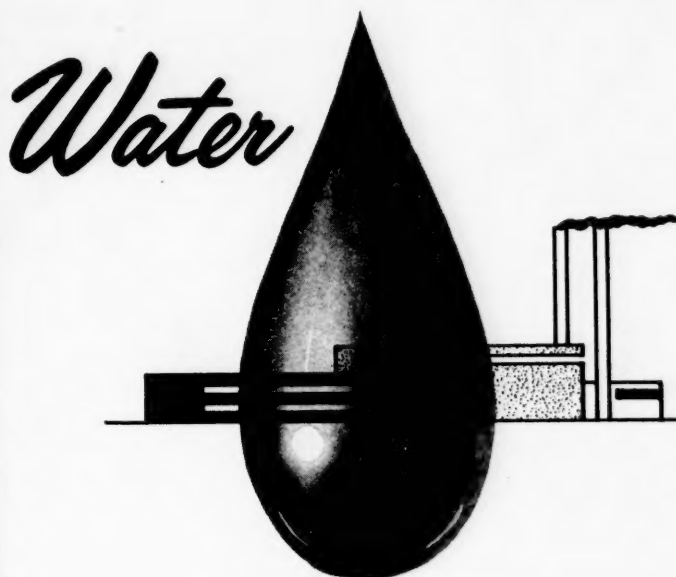
Carling believes that a corporation, like an individual, has a responsibility to the community in which it dwells. This philosophy has guided Carling management throughout the process of decentralization. It has been the policy of the company to purchase goods and services locally in each area, to employ local workers and to develop management personnel locally. The company actively supports local education,

welfare and health institutions and co-operates enthusiastically with local and state governments.

Carling people are responsible citizens, too with an exceptional record of participation in the affairs of the communities in which the company operations are located. Each year they devote many leisure as well as company hours working with their neighbors to help improve the communities in which Carling operates.

Each of Carling's six plants is managed by a regional vice-president, who

is responsible not only for the management of the plant but is in general a steward of the company's affairs for the entire region which the individual plant serves. The regional vice-presidents, who are either natives or residents of the region in which the plant operates and who are well qualified to guide Carling operations through a maze of regional problems, opportunities and prejudices, for the most part serve as "presidents" of Carling's regional breweries. The on-the-scene knowledge and experience of the



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CARLING BREWING CO. Plant Shipping Areas



regional vice-presidents combined with the advantage of having a strong staff of experts in every phase of the business working at the company's head office ready to advise in all areas of general management and plant management has helped Carling compete successfully with its regional competitors.

Hand in hand with Carling's production plant decentralization—sometimes preceding it, sometimes following it—has been decentralization of other vitally important company activities. Carling management feels that decentralized production facilities have an important bearing on growth, but just as important is extending decentralization to the company's marketing effort.

Working with a Marketing Policy Committee, composed of the company president, executive vice-president, vice-president of marketing and vice-president of advertising and a National Marketing Committee are regional marketing organizations established in each region where a Carling brewery is located. This regional marketing committee includes: a regional sales

manager, to whom report individual state and district sales managers; a regional advertising manager, a regional advertising agency and the regional vice-president.

The retention of regional advertising firms is one of the unique aspects of Carling's decentralized marketing approach. Where some firms have different agencies for different products and others have regional agencies to implement distributor and dealer advertising efforts, few—if any—other U.S. firms have a group of agencies working together on a regional basis for the promotion and marketing of a single product. These firms are invaluable aids to Carling advertising and marketing efforts because of their familiarity with local media and their ability to make proper application, within their regions, of Carling's national copy theme.

Carling also retains a public relations firm in each of its plant cities to counsel with regional management on the company's participation in community, state and area affairs.

Carling's decentralized system of

operation offers greater advantages in the brewing industry than it might in some other industries, but there are some things about the system desirable for almost any company involved in any kind of mass marketing and production. It splits up and lightens the burden of decision-making; it moves the decision-making function closer to the field; and it permits the training of junior management through experience with responsibilities and authority at the regional level.

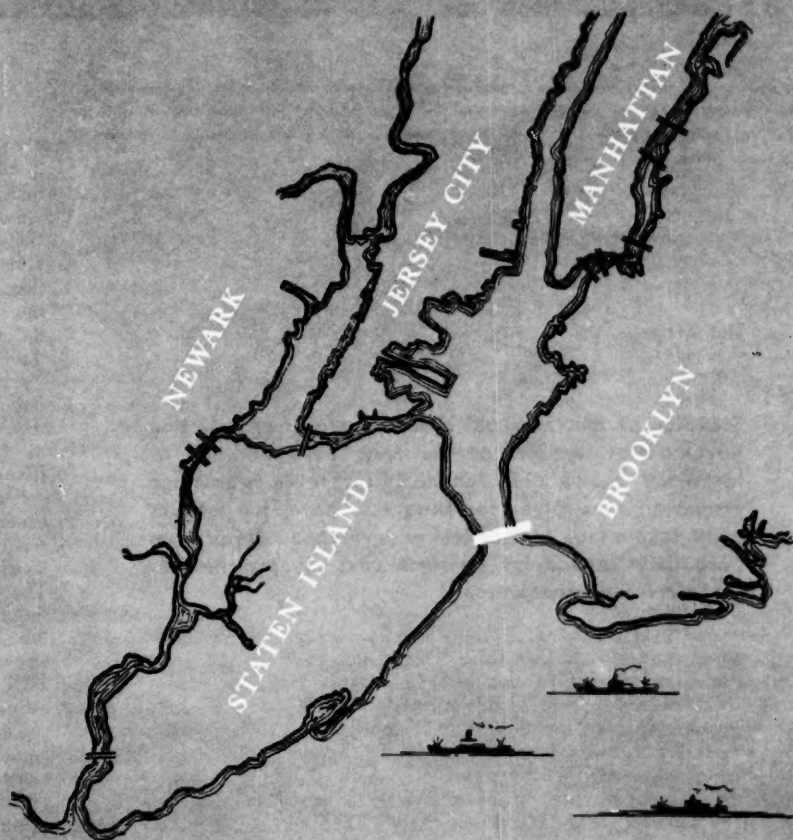
This doctrine might well be called the one of "Divided We Stand."

It should be pointed out that the company is still in the process of developing the plan. Carling management knows there is still a long way to go before it is functioning, region by region, clear across the country in the way that is envisioned with full benefits foreseen. It has gone far enough in development, however, for Carling to know it works, as the move from 62nd place in 1949 to fifth place in 1958 testifies.

Carling feels it is entitled to say, in the words of Sir Winston Churchill, "we have not always been wrong."

Although situated right in the middle of the most gigantic industrial and consumer market in the United States, Staten Island has remained largely undeveloped. The recent ground-breaking for a magnificent bridge between the island and its sister borough, Brooklyn, focuses new attention on . . .

STATEN ISLAND *... rediscovered*



AN AREA SURVEY by **Land Development**

and Manufacturers record
THE NATIONAL GUIDE TO INDUSTRIAL PLANNING AND EXPANSION



The new bridge across the Narrows between Staten Island and Brooklyn, illustrated in an architect's sketch, will for the first time give the Island a direct surface connection with the large area east of the Hudson River. The double-deck bridge will eventually accommodate 12 lanes of traffic.

Standing at the threshold of a new era of growth and development, leaders of the New York borough of Richmond, known more familiarly as Staten Island, are preparing themselves for progress. Here, the editors of ID take a look at the "last undeveloped part of New York City" and point up some unusual opportunities for alert manufacturers.

"THIS is the dawn of a new era for Staten Island, her sister boroughs, the Empire State, and our neighboring states."

Paul Partee, president of the Staten Island Chamber of Commerce, made this statement a few weeks ago during the ground-breaking ceremonies for the new bridge planned to connect the Island and Brooklyn across the Narrows. Thus, for the first time, famous Staten Island will have a direct surface connection with the large northeastern area east of the Hudson River.

The new bridge will have the longest center span in the world. The present record-holder, San Francisco's Golden Gate Bridge, has a span of 4,200 feet. The Staten Island bridge will be sixty feet longer in its center span. Where the Golden Gate Bridge was constructed at a cost of \$35 million in 1937, the new bridge will cost an estimated \$320 million.

The double-decked bridge will accommodate twelve lanes of traffic eventually. However, plans call for opening only the lower traffic deck initially. It is estimated by officials

the Future on Staten Island

that 16.3 million vehicles will use the structure in its first year of operation. By 1981 it should be carrying 48 million vehicles per year.

The overall objective of the new bridge is to allow heavy New England-Long Island-New Jersey traffic to bypass the congestion of Manhattan. But, ramifications of the bridge's impact reach far beyond the basic objective of smoother traffic flow.

A glance at a map of the New York area and the location of Staten Island immediately indicates a unique market location. Three major bridges now form connections with the New Jersey shore and its teeming industrial and consumer markets.

To reach Manhattan, White Plains, The Bronx, Brooklyn, Long Island and northern markets east of the Hudson River, trucks and other vehicles must either cross under the river through tunnels or go up to the George Washington Bridge.

Likewise, traffic from these population centers traveling to Staten Island must again traverse these traffic bottlenecks and take a circuitous route through most of New York City's

traffic.

Construction of the new bridge across the Narrows will allow a drastic revision of these patterns.

Thus, by the time the bridge is ready for operation, you may expect a distribution pattern to these concentrated markets in many ways far superior to actual location on Manhattan.

From any spot on the Island, trucks can go west to all markets of the country without mingling with over-congestion, and east to New England making use of either the Bronx Whitestone or Triborough Bridges, again avoiding the Manhattan traffic.

At present, key distribution points reaching a consumer market of more than 10 million people are within one hour's trucking time of Staten Island. Within two hours are virtually all of the great suburban markets surrounding the New York trade area and nearby cities such as Philadelphia. Within one day's drive (or overnight) the entire northeastern market of 90 million people is accessible.

The New York Times in a recent editorial said:

"Business and industrial expansion and its corollary housing, park development and community services already are in the planning stage, affecting the centuries-old rural-suburban life of Staten Island, which should be the beneficiary of the great bridge."

Robert Whytock, Vice President of the Chase Manhattan Bank and member of the S. I. Chamber of Commerce's Development Committee, lists two important characteristics of the Island vital to industrialists: "First, there is a high concentration of skilled labor available on Staten Island—seventy-four per cent of the population own their own homes.

"Second, we have thirty-five miles of waterfront with the availability of deep water piers and docks."

Staten Island constitutes the Borough of Richmond and is part of the City of New York. Although the Island has been a popular residential area for Manhattan workers for many years, it is in many ways probably the least known and most misunderstood of New York's great boroughs. Undoubtedly, part of the reason for this has been the lack of surface connection



... NEW YORK CITY, site of 40,000 plants and 300 different industries, invites new enterprises to take advantage of the incomparable assets that have made this the largest manufacturing city in the world.

There is ample space for modern one and two-story factory buildings with gracious landscaping and convenient transportation and parking facilities. In the Borough of Richmond (Staten Island) alone are 18,000 undeveloped acres of rolling, green land, only minutes away from the heart of Manhattan, yet free from big-city congestion.

Many companies outside New York, particularly those seeking closeness to Eastern markets or a place for prime research and laboratory facilities will want to seize this unique opportunity for the establishment of branch plants once they are fully aware of the dynamic promise and matchless prestige associated with a location in New York City.

Mayor Robert F. Wagner is dedicated to the encouragement of further industrial growth. Several industrial parks are opening their doors. The New York City Department of Commerce and Public Events, and every other municipal agency are committed to the Mayor's program of making new and existing industries welcome and happy there.

The foremost prestige address in the world—NEW YORK CITY, world capital of foreign trade, finance, management, transport, culture and diplomacy; the world's greatest port, is holding open house for American industry.

R.S.V.P.

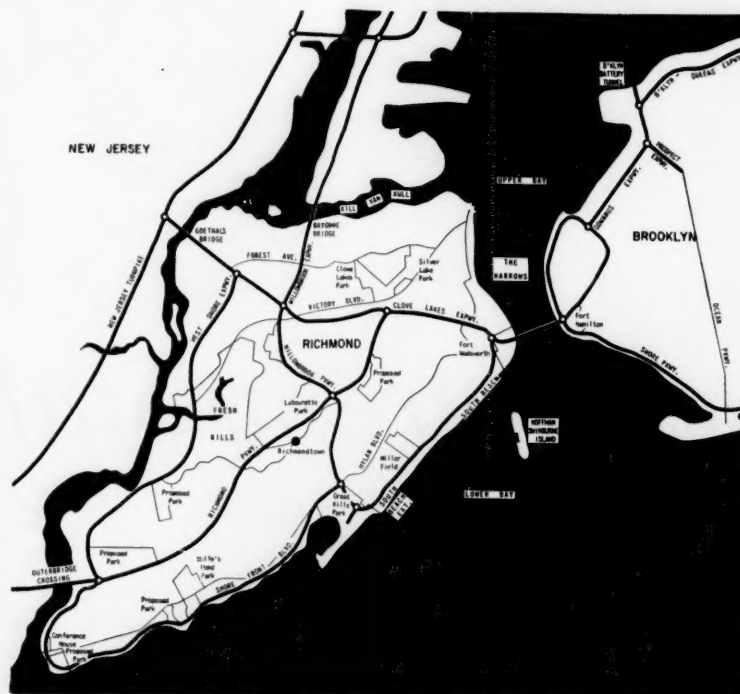
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STATEN ISLAND



The map shows graphically the important area which will be linked directly to Staten Island when the new Staten Island bridge is completed.

to other parts of the city. However don't get the idea that Staten Island is in any sense a forgotten backwater area.

Consider, for example, that more than 220,000 people live on the Island, though many of these work in other parts of New York City. Industry has established a firm foothold on the Island. A considerable part of New York Harbor is made up of the Island's shoreline.

Industry is diversified. The largest employer at present is the Procter and Gamble Company which employs 1,540 people in the manufacture of soaps, detergents, shortening, and other consumer products. Other important manufacturers range from the S. S. White Dental Manufacturing Company, a dental equipment company employing 700, to the shipbuilding operations of the Bethlehem Steel Company.

The most significant fact to bear in mind regarding Staten Island is that it is virtually in the center of the world's largest and most compact industrial and consumer market.

At the same time, there is space available here for new industry and more people. In fact, Staten Island is generally regarded as the last real estate in the New York area available

for development.

Being a borough of New York, local government is supervised by borough president Albert V. Maniscalco.

Recent figures show that the thirteen commercial banks operating on the Island show total assets in excess of \$75 million. Six savings banks have assets of about \$130 million and seventeen savings and loan associations show assets of more than \$100 million. Banking officials have shown vigorous support of development activities and have proved capable of accommodating virtually any type of home, industrial or business financing required.

Wholesale and retail trade on Staten Island now exceeds \$220 million annually.

Services

Utility services on Staten Island are entirely adequate for practically all types of industry.

Electricity is furnished by the Consolidated Edison Company. Price schedules for industrial usage range from 1.25 cents per KWH for 10,000 KWH to 1 cent per KWH for 250,000 KWH and up. Service is available in all areas set aside for industrial use.

Natural gas is available from the Brooklyn Union Gas Company and



AIR VIEW OF STATEN ISLAND WITH BAYONNE BRIDGE IN BACKGROUND

How does an island change its shape?

The people of Staten Island know the answer by experience.

You build upward. You re-contour hill and dale with the attractive façades of industry. You reshape wood and field with carefully architected homes and revamp your seacoast with modern shipping facilities.

So goes Staten Island.

And The Chase Manhattan Bank is proud to serve all Staten Islanders and to play a part in the growth of our whole expanding community.

Chase Manhattan has five convenient offices serving Staten Island.

* * * * *

NEW DORP OFFICE, 200 New Dorp Lane—Edward Daniels, Manager. *Open Friday evenings 6:30 to 8 P.M.

PORT RICHMOND, 26 Richmond Ave.—Raymond M. Isenegger, Manager. *Open Thursday evenings 6 to 8 P.M.

ST. GEORGE, 56 Bay Street—William G. Henning, Manager. *Open Monday evenings 6 to 8 P.M.

TOTTENVILLE, 179 Main Street—John T. Muldoon, Manager. *Open Friday evenings 6:30 to 8 P.M.

WEST NEW BRIGHTON, 288 Broadway—Thomas P. Sullivan, Manager. *Open Monday evenings 6 to 8 P.M.

*In addition to regular banking hours.

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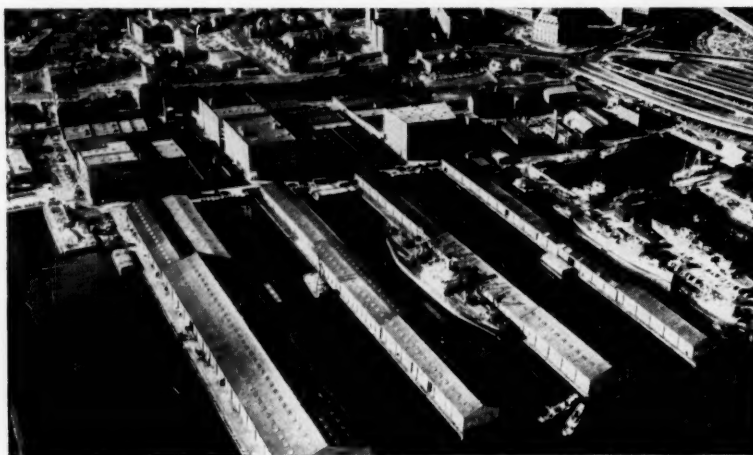
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STATEN ISLAND

service is excellent in all industrial areas. The Btu rating is 1070 per 1000 cubic feet.

Staten Island's water supply comes from both the Catskill Mountain reservoirs of New York City and wells located on the south shore. The basic rate for industrial users is \$1.50 per 1000 cubic feet.

Industrial Park

In northwestern Staten Island a new industrial park is underway. This park, known as the Empire State Industrial Park, has its first tenant, a plant to manufacture pre-stressed columns, beams and other building components. The plant will employ about 300.

According to Irving J. Gameraov, president of the Gail Construction Co., developers of the park:

“Now, almost a year after we made the decision to construct the park we have no reason to regret it. Since the story of the Empire State Industrial Park broke, we have been deluged with inquiries and exploratory visits by companies of national renown.”

Adjacent to the sixty-seven-acre park will be a 1.1 million-square-foot plot of land set aside for residential dwellings. To be known as Arlington Terrace, the development will accommodate 198 families.

Even though there are several very large employers on Staten Island, the bulk of the industrial economy is made up of small diversified firms. This is where the greatest opportunities lie for the site-seeker. Where an industry must be physically close to New York City's markets but is unable to find adequate facilities in other parts of the city—or unwilling to accept the higher costs of doing business there—Staten Island holds great promise.

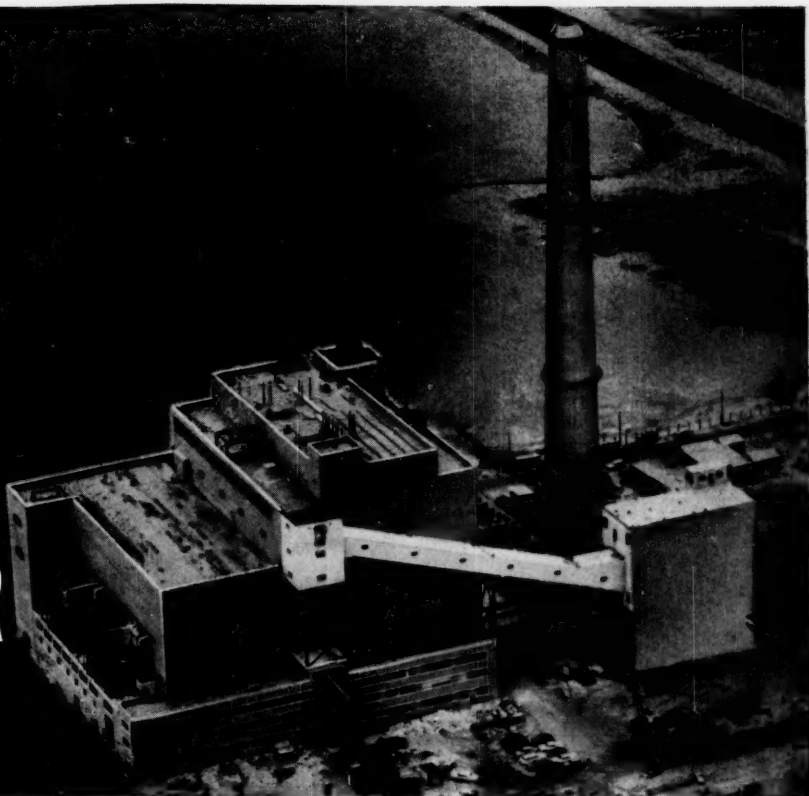
In order to understand better the factors which contribute to this almost unique situation, let's take a look at some specific factors of the Staten Island economy.

The Free Port

Ocean vessels entering the Port of New York area from lower New York Bay pass through an area known as the New York Foreign-Trade Zone. This part of the harbor area is at Stapleton, Staten Island, and is often called the New York “Free Port.”

It is a part of the New York water-

**MORE
POWER
TO**



STATEN ISLAND

the perfect site for industrial growth

Here's an Island—one of New York City's five boroughs and the gateway to New York—where there's still plenty of room to grow!

Staten Island abounds in water front development. Bridge and railroad connections with the mainland take care of transportation needs. The new "Narrows" Bridge will offer direct connections with routes to New England... and the Island is just minutes away from Manhattan, America's greatest business, financial and management center.

To serve this thriving community, and in anticipation of the rapid growth ahead, Con Edison has just completed a huge new 350,000 KW addition to our Arthur Kill Electric Power Plant at Travis. We have also strengthened transmission lines and ties into our New York power system, and made other local improvements—a \$100,000,000 investment in the future of the Island.

Progress and a plentiful supply of electricity are inseparable... and Con Edison is ready with plenty of the electricity for new and growing industries on the Island.

Con Edison

STATEN ISLAND



The Port of New York Free Trade Zone is known officially as the Staten Island Free Trade Zone. The only official "free port" on the East Coast, it offers exceptional advantages to manufacturers processing imported goods. The area within the solid lines shows the docks and related facilities, while the broken lines enclose the section earmarked for expansion.

front removed by federal authority posing duties, taxes, quotas and some from customs territory. It maintains other restrictions are rolled back from a separate identity in fact as well as the Zone area and are not applicable. in law. Federal Customs' Laws im-

As a manufacturer or producer, you

U. S. FOREIGN TRADE ZONE No. 1

located at Stapleton, Staten Island, New York

Established in 1937, the Free Port on Staten Island with its freedom from custom restrictions offers the importer and exporter outstanding advantages . . . huge piers, warehouses, deep water and sheltered space for all types of vessels, as well as eight trunk line railroads serving the Zone by direct switching and by free lighterage connections. This flourishing port handles over \$150,000,000 worth of cargo annually.

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may locate a plant within the New York Foreign-Trade Zone and be relieved of drawback and bond procedures and costs. Or, you may send your domestic goods produced with benefit of drawback to the zone and immediately claim refund of duties paid or be relieved of bond, all without further immediate exportation. Either procedure is very useful in planning for continuous production for seasonal or uncertain export markets since you can store products at the New York zone during off periods without duty or tax obligation or apply for refund of duties and taxes upon transfer of products to the zone.

Transportation

Transportation savings are favorable from Staten Island by rail, truck or air freight service. Through the lighterage service maintained by the railroads serving New York harbor, incoming and outbound freight is easily diverted to main trunk lines serving every part of the country. Through the adjacent New Jersey Turnpike motor truck freight from Staten Island has quick, easy access to the New York State Thruway. A connecting system of interstate toll highway will soon link Boston, Mass., and most of southern New England to midwestern cities as far West as Chicago, Ill. By means of the Hudson River and the New York State Barge Canal, water-borne freight from Staten Island can be shipped economically to the Great Lakes and the St. Lawrence Seaway Route.

The B&O Railroad through the Staten Island Rapid Transit Railway maintains direct freight connection entering through the northwestern part of the Island. Rail transfer is made with three carriers: the Central Railroad of New Jersey, the Lehigh Valley RR and the Pennsylvania RR. Via lighterage, connections are made with the D.L.&W. RR., the Erie Railroad and the New York Central System.

The famous Staten Island Ferry ("the world's longest ride for a nickel") maintains 15-minute departure and arrival schedules. The trip to Manhattan takes thirty minutes. There is also regular ferry service to Elizabethport, N.J. and to Perth Amboy, N.J.

Two great bridges connect Staten Island with New Jersey for passenger traffic, the Goethals and Bayonne

The snap-brim stays home

HARD HATS are turning up in a lot of unexpected places in New York State these days. They're being worn by men who get things done: the experienced business and professional men who now occupy key positions in Governor Nelson Rockefeller's new cabinet.

To create more and better job opportunities throughout the state, these hard-hat "doers" have launched dozens of new programs for industry. State programs are under way to improve the administration of laws affecting business. Still other programs are helping to upgrade public facilities and services offered by local communities... cement the already favorable relationships between business and labor... streamline

state and regional tax policy... and weld urban and suburban areas into economically sound units. In fact, 73 New York State communities have already entered the Federal-State Urban Planning Assistance Program.

If you agree that your company could grow in this hard-hat businessman's climate, why not get in touch with Commissioner of Commerce Keith S. McHugh? He will provide you with free, up-to-date reports on sites, labor, transportation, markets, raw materials, water. The reports are comprehensive, confidential, and tailored to your needs. Write Keith S. McHugh, New York State Department of Commerce, Room 265, 112 State St., Albany, N. Y., or phone ALbany 5-7521.



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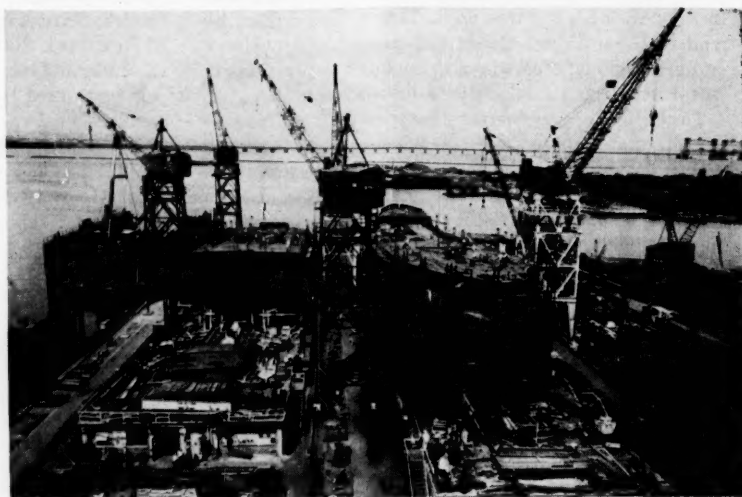
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STATEN ISLAND



The Staten Island Yard of Bethlehem Steel's Shipbuilding Division has a wide range of facilities for the construction of harbor craft and ocean-going vessels up to 465 feet in length and for the repair and conversion of all types of ships.

bridge. A well-designed system of roads and highways now connect all parts of the Island with these bridges and the loading points for the ferries.

Related to the new bridge to Brooklyn is the Clove Lake Expressway. This ties in the bridge with the whole expressway system connecting New York City with New Jersey through Staten Island.

Community Factors

Before you look at the characteristics which go to make up Staten Island and its community complex, listen to what Arthur C. Emelin, president of the Wallerstein Company, Division of Baxter Laboratories had to say:

"Although Wallerstein has been on Staten Island for over forty years, the thing that appealed to us most when we considered moving our office headquarters to the Island was the availability of fine office help. We made the move on May 1st of this year and we have been completely happy in the developments that have taken place since that time. There is on Staten Island a large reservoir of white collar workers who are at present compelled to commute either to Manhattan or nearby New Jersey. These people would much prefer to obtain employment on the Island if such employment were available and we have found it possible to obtain very high level people for a number of positions that we had open. It seems to me that there are certain industries which might come to Staten Island where there is

necessity for obtaining large numbers of white collar workers. This feature is important to such people as insurance companies, headquarters of various financial companies, and others who do not necessarily go in for manufacturing processes as we do.

"In addition to the clerical help, there is also a large number of technical people available to a company in the chemical industry. We have been able to attract to Wallerstein in the past year and a half extremely capable people in the research field as well as in the engineering field."

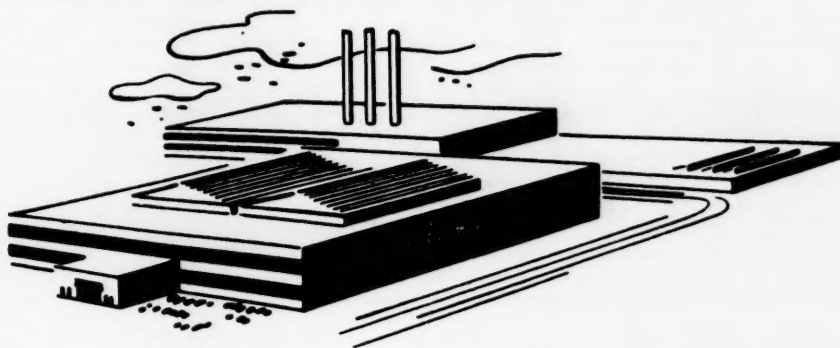
Good Labor Force

In respect to labor, an unique situation exists on Staten Island. Every day it is estimated that about 45,000 people travel from their homes on the Island to work in all sorts of jobs in New York City. This constitutes over half of the area's estimated 77,741 working population. Surveys have consistently shown that a large percentage of these people would welcome employment opportunities on the Island. Of the almost endless variety of skills available, prominent are the chemical, oil refining and shipbuilding fields.

Stability of labor is impressive on Staten Island. A good indicator of this is the amount of home-ownership. Regarding this, Mr. W. P. Uhler, vice president of the S. S. White Dental Manufacturing Co., said:

"Staten Island is really a home community. Many employees own their own homes which means that employ-

MODERN INDUSTRY



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Some of America's largest and most influential companies have plants in Staten Island* . . . and most of them use GAS as their basic fuel for any and all processing requiring heat. The availability of modern natural gas service is one more important reason why Staten Island will be one of the nation's fastest growing industrial communities.

For *your* new plant site, investigate Staten Island with its vast tracts of land ideally suited to industrial development . . . located near the very heart of the world's largest market. And find out how versatile, dependable natural gas can meet all your heating requirements better, faster, more economically.

Brooklyn Union's gas service can be made available anywhere in Staten Island. Our staff of industrial engineers is always at your service to answer your questions, to assist in your planning, to tell you about the more than 25,000 different jobs natural gas is now doing for progressive, growing manufacturing companies.

For more information about what modern natural gas can do in your new Staten Island plant, phone TRIangle 5-7500 in New York City, or write:

The Brooklyn Union GAS Company

Industrial Sales Section

176 Remsen Street, Brooklyn 1, New York

* For example: Procter & Gamble, S. S. White Dental Manuf. Co., U. S. Gypsum Corp., Bethlehem Steel Co.

STATEN ISLAND

ment is stable and the turnover rate is relatively low compared to more thickly populated communities.

It is important to note also that schools and colleges on the Island turn out a steady stream of graduates trained in many fields. Several public schools, operated by the City of New York, maintain peak standards under the New York State Board of Regents. Special skills are developed at the McKee Vocational and Technical High School and at the Vocational Department of Tottenville High School. There

are also several private and parochial elementary and high schools on the Island supplementing the public school system.

Wagner College, a co-educational liberal arts college with a 72-acre campus is located on the Island. Part of the facilities of Wagner include Cunard Hall, originally built in 1850. This structure was originally the home of Sir Edward Cunard, founder of the Cunard Steamship Lines.

The Staten Island Community College, opened in 1956, offers Associate

in Applied Science degree in two-year terminal curricula, in Electrical and Mechanical Technology, as well as Associate in Arts degrees in two-year transfer curricula in Liberal Arts, Science and Engineering.

Also located on the Island is the Notre Dame College of Staten Island, a women's college offering liberal arts degrees.

In considering Staten Island as a place to live, you must bear in mind that all of the vast cultural, educational, and entertainment resources of New York city are easily accessible even without the new bridge.

Amenities

A striking and impressive feature of Staten Island's recreational facilities is its parks and beaches.

From the Narrows, a strip of water separating the Island and the borough of Brooklyn (site of the new bridge) southward for the entire length of the Island is an extensive beach and recreation area. The recent opening of the first section of Seaside Boulevard marked a big step in the comprehensive development of the entire South Shore of the Island. Improvements between Fort Wadsworth and Miller Field, programmed over a three-year period, are progressing according to schedule.

Improvements during the first year included extensive regrading and hydraulic filling. Comfort stations, bath houses, parking area, playgrounds and picnic areas and broad landscaped areas are among improvements underway.

The second part of the program includes the construction of Seaside Boulevard between Xenia Street and Fort Wadsworth as well as additional parking, picnic and bathhouse facilities.

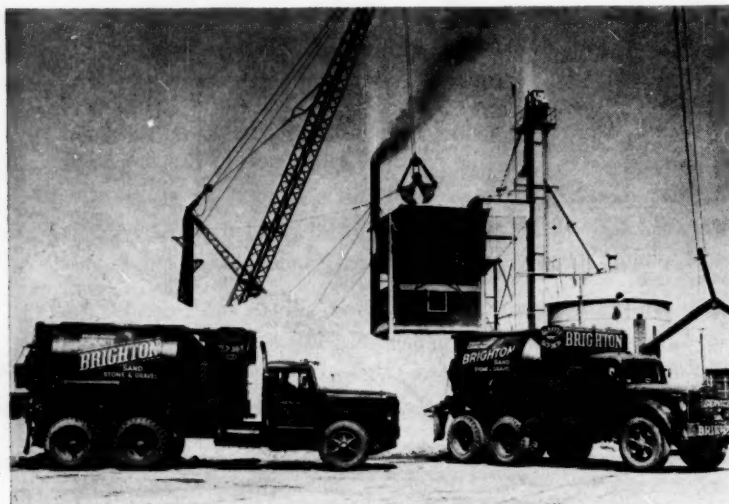
The third phase will include completing work to connect existing facilities and enlargement of the boardwalk.

Great Kills Park, on the east central part of the beach, is a 1,275 acre park first opened in 1949. Cooperation between the Federal Government and the Department of Parks, as well as the Department of Sanitation, made possible the creation of a beach by placing 1.5 million cubic feet of sand along the shore. Facilities include a boardwalk, marine recreation center and yacht basin.

Fifty-two parks have been developed on various parts of the Island. The 3,534 acres of natural and undeveloped parkland include, in addition to 10

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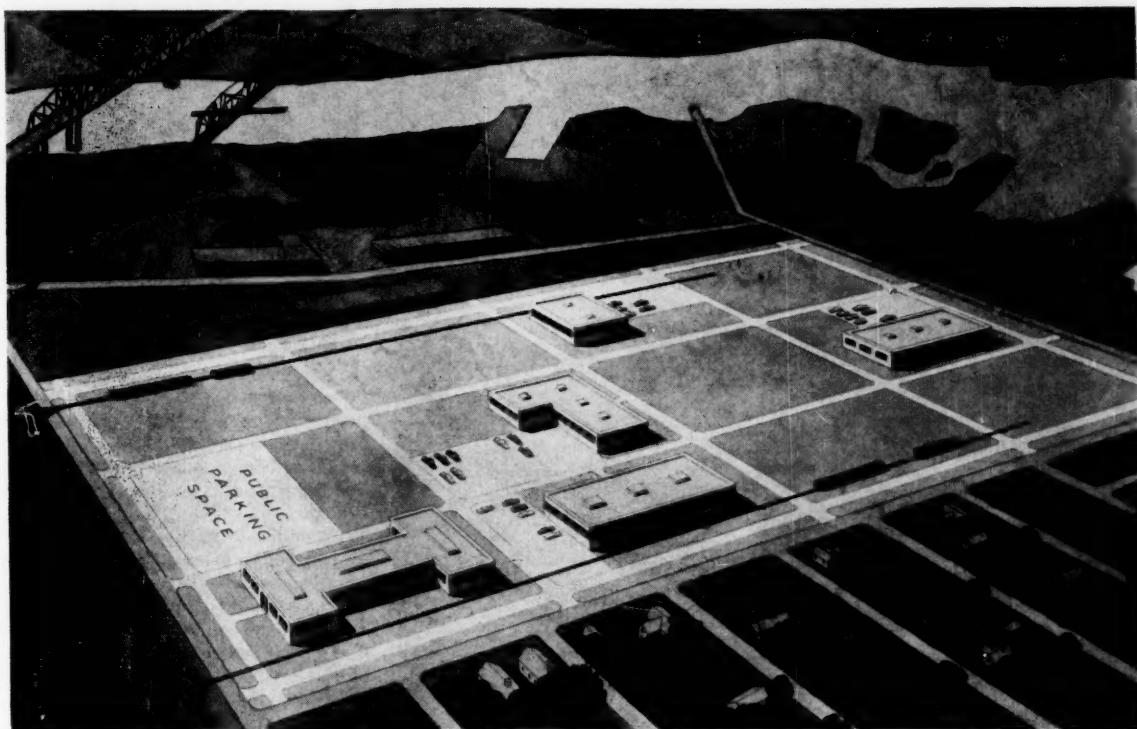
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THE EMPIRE STATE INDUSTRIAL PARK IN NEW YORK CITY is attractively landscaped and provided with railroad siding and parking facilities; it covers three million square feet (*approximately sixty-seven acres*) of unrestricted land located in the section known as "Howland Hook" which is situated between the Goethals and Bayonne Bridges in Staten Island, New York City. It extends from the tracks of the Staten Island Rapid Transit Railway Company, a B. & O. subsidiary, to Richmond Terrace. This vast building site is eminently suited for industrial plant facilities, whether one-story or multiple-story structures. All necessary utilities such as electricity, gas, water, telephone service, sewers, etc. are readily accessible. Available also is a high concentration of skilled, as well as unskilled, labor. Industrial plants, including the most modern buildings equipped with high-pressure boiler installations, air-conditioned offices, etc., can be constructed on a most economical basis, either on long-term lease, outright sale, or sale and lease-back arrangements.

THE EMPIRE STATE INDUSTRIAL PARK IN NEW YORK CITY is ideally located for easy access to the New Jersey Turnpike and all parts of Greater New York. Rapid Transit buses operate on Richmond Terrace between the property and the St. George Ferry

Terminal, the world's largest and most modern ferry terminal, providing 24-hour ferry service to the Boroughs of Brooklyn and Manhattan. A spur-track running from the property connects with the main line of the B. & O. Railroad. With the completion of the Narrows Bridge, connecting Staten Island with Brooklyn, and the building of an expressway running between the Narrows Bridge and the Goethals Bridge, the present fine transportation facilities will be further improved. An access road leading to the new expressway is located near the property.

THE EMPIRE STATE INDUSTRIAL PARK IN NEW YORK CITY is a living testimonial to the confident partnership which exists between forward looking industrial enterprise on the one hand and state, city and borough authorities on the other hand, within the City of New York. Governor Nelson A. Rockefeller, Mayor Robert F. Wagner, and Borough President Albert V. Maniscalco of Staten Island have endorsed the project and aided its development. Special recognition is due to the Department of Commerce and Public Events, and its Commissioner, Richard C. Patterson Jr., for their tireless and inspired efforts to give New York City its first industrial park, and to make new and existing industry welcome and happy here.

Send for an informative, illustrated brochure

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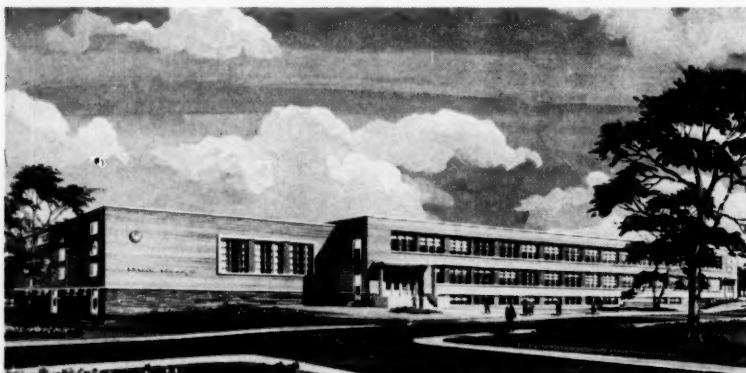
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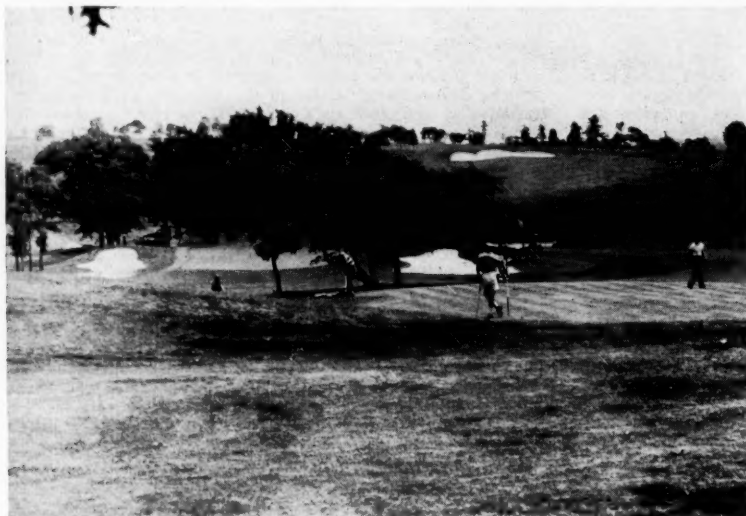
STATEN ISLAND



The Staten Island ferry to downtown Manhattan still offers "the world's longest ride for a nickel." Here a ferry from St. George, Staten Island, approaches the tall spires of the downtown New York financial district.



The public schools on Staten Island are operated by the City of New York and maintain peak standards under the New York State Board of Regents. The architect's drawing shows the modern new Public School 50.



The Silver Lake Golf Course is one of four 18-hole courses on the island. Other recreational facilities available include 10 miles of beach, eight lakes, 17 playgrounds and six swimming pools.



Deputy Commissioner Vincent J. O'Shea, of the New York City Department of Commerce and Public Events, is acting Director of Commerce and responsible for the city's industrial promotion program.

miles of beach, eight lakes, seventeen playgrounds, six swimming pools and four 18-hole golf courses.

Staten Island is outstanding for its boating facilities, offering two yacht basins.

In addition to the park facilities, several points of unusual historical interest are on the Island.

Of particular cultural interest is the Staten Island Museum. The Museum is the center for exhibits and activities in the arts, science, and history. It also maintains a library for scholars investigating the history of Staten Island. Historically, Staten Island is one of the oldest settled areas in America. Its discovery is placed at 1524, when an explorer searching for a short route to the East sailed into what is now New York harbor.

The first permanent settlement was in 1661. A schoolhouse built by early settlers before 1696 is still standing and is recognized as the oldest known schoolhouse in this country. For some time there was a dispute as to whether Staten Island should properly be part of the state of New York or New Jersey. When the Hudson River was designated as the eastern boundary of New Jersey it was established as a part of New York. The island has always been especially popular as a place of residence for wealthy New Yorkers. This tradition has established it as a New York "residence" community. However, with the improvement of transportation, construction of bridges and refinement of communications Staten Island has

grown steadily to its present stage of development. Its apparent "backwardness" in development is due in no small measure to the fact that very little is known of its resources except by its citizens. Certainly the completion of the new bridge link to New York will reverse this rapidly.

Industrial Areas

As stated elsewhere the availability of real estate for development assumes great importance in the case of Staten Island. Since it is in some ways the last piece of available property anywhere in New York, we will mention a few areas of particular interest.

As reported in a recent survey by the New York State Department of Commerce, there are at least four major parcels of land available on the Island suitable for industrial use. Three parcels, 121 acres, 193 acres and 100 acres, respectively, are privately managed and located in "unrestricted" districts which allow most types of manufacturing operations. Inquiries regarding these should be addressed to Kolff & Kaufmann, Inc., 26 Bay St., Staten Island. A fourth parcel of 59 acres is being developed by the Baltimore and Ohio Railroad and all data regarding it is available from G. E. Ference, Industrial Development Agent, 25 Broadway, New York City.

Parts of the properties above have been filled in and are capable of supporting heavy industrial structures. For instance on adjacent property are the locations of the Gulf Oil Company plant and the Procter and Gamble factory.

Several of the sites have frontage on the Arthur Kill Channel and could be developed to receive large ocean freighters.

The I.D. Team

Active in all phases of the Staten Island economy is the Staten Island Chamber of Commerce. Richard B. Irwin, Executive Vice President of the Chamber, has received unusual cooperation from businessmen and officials in encouraging the industrial development of the Island.

Overall coordination of Staten Island's economy with the City of New York is handled by Martin W. Wilmington, Staten Island Coordinator for the New York City Department of Commerce and Public Events. This Department maintains up-to-date data on the area and assists industry in all phases of its planning and expansion.



Richard B. Irwin (left) executive vice president of the Staten Island Chamber of Commerce, and Paul K. Parlee, president of the Chamber, discuss activities in connection with ground-breaking ceremonies for the new Staten Island bridge.



Albert V. Maniscalco (right), borough president of Staten Island, discusses port and industrial development projects with Martin W. Wilmington, borough coordinator of the New York City Department of Commerce. Although Manhattan, seat of City Hall, may seem far, city agencies work closely with the borough president and his aides. Thus hardly a day passes when high city officials and coordinators do not drop by for consultations.

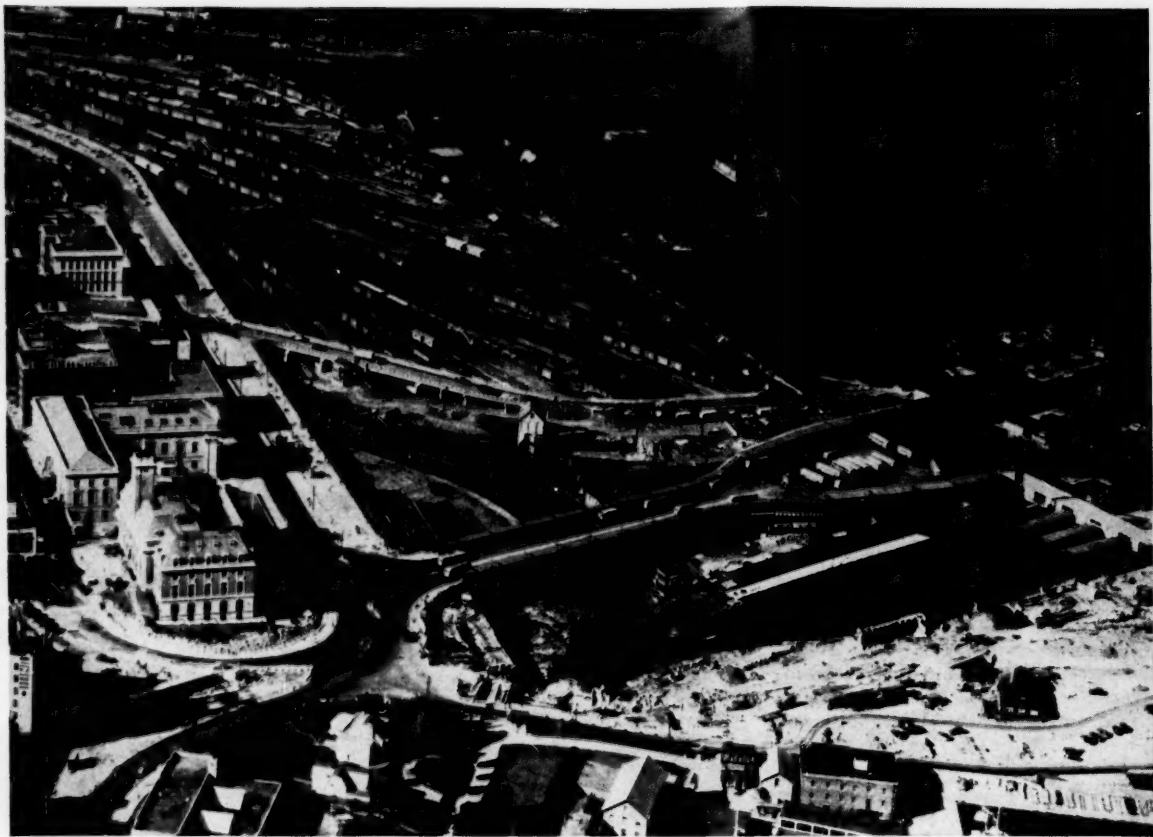
Explaining his department's functions, Mr. Wilmington said:

"To facilitate the necessary cooperation between this department and business firms, Chambers of Commerce, etc., the department has appointed a special Coordinator for each of the five boroughs. The fact that Staten Island as the least developed of the five boroughs offers the largest facilities for new industrial operations has given the job of the Staten Island Co-ordinator special significance in our industrial

promotion activities."

The predominantly pro-industry atmosphere of Staten Island is exemplified by an active Development Committee of the Chamber of Commerce headed by Chairman Arthur C. Emelin, president, Wallerstein Company. His 18-man committee is responsible for investigating and implementing programs which will improve the business and industrial climate of Staten Island.

There is no doubt that you will receive a warm welcome at Staten Island.



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industrial
location...**

Staten Island contains some of the most valuable industrial acreage to be found anywhere—alongside America's No. 1 Market and right on the seaway to the World. Deep water facilities, and superior rail transportation by Staten Island Rapid Transit Railway serve its sites and piers.

A new Consolidated Edison power plant at Travis, S. I., rated at 335,000 kilowatts, is now part of a local power pool of more than 4,400,000 Kw. More than 200 industrial plants already thrive in the Island's economic atmosphere. Vehicular traffic is expedited by convenient ferry services, and three bridges that give easy access to Manhattan and New Jersey arterial highways. The new \$9,500,000 SIRT rail bridge over Arthur Kill links Island industry with the B&O System serving the heart of industrial America.

Staten Island piers include New York Harbor's most modern installations, and are a part of Foreign Trade Zone No. 1. This link to World commerce, on the doorstep of the nation's premier market, gives Staten Island some of the best plant location possibilities in the Western Hemisphere!

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EXPANSION BRIEFS

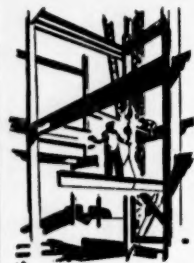
ANAHEIM, CAL. Construction has been started here on a new plant for the Tapco Group of Thompson Ramo Wooldridge, Inc. The facility will be used for research, development and manufacture of aircraft and missile products. The initial building program, to include 120,000 square feet of space, will cover some one-fourth of the 48-acre site and will house 400 employees. The latter is expected to increase to 500 by early 1961.

EDISON TOWNSHIP, N. J. Aluminum Company of America has begun work on building a die casting plant here. To be on a 76-acre tract, the structure will have approximately 200,000 square feet of floor space. The project had originally been planned to begin in 1957 but was postponed because of the business recession which occurred in that and the following year. It is expected that the new facility will be in operation late this year, with 600 or more employees.

NEW YORK. A \$2 million lamp manufacturing plant will be built in Cuba, at a site to be determined, by a Cuban affiliate of General Electric Co. The affiliate, General Electric Cubana, S.A., will finance two thirds of the plant cost, while the remainder will be financed by Cuba's government-owned agricultural and development bank. The plant will produce household lamps.

TAMPA. February 1 is the completion date set for the new Borden Company plant under construction in this Florida city. To cost \$2 million, it will be the largest combined milk and ice cream plant in the South. The facility is on a 15-acre site and will have 100,000 square feet of floor space and employ more than 300 persons.

NEW HAWKESBURY, NOVA SCOTIA. Under construction near here is a pulp mill being built by Nova Scotia Pulp, Ltd., a new concern formed by Scott Paper Company and Stora Kopparbergs Bergslags A-B of Falun, a Swedish organization. The latter holds 80 per cent of the new company's shares, while Scott holds the remainder. Scheduled to begin production early in 1962, the new mill will have a capacity of 350 tons of bleached sulphite pulp a day.



NEW PLANT SUMMARY

BY DONALD V. QUINN

The following is a summary of major industrial plants reported to INDUSTRIAL DEVELOPMENT during the month of August, 1959, by industries and industrial development organizations in the United States, Canada, and territories.

Number of employees is indicated by the code: A (under 25); B (25-100); C (100-250); D (250-1,000); and E (over 1,000).

ALABAMA

Birmingham—Brown Company; Fiber pipe and conduit. Plans announced. \$500,000. (B)
Birmingham—Plastone Plastics Co.; Plastic products. Est. date Oper., Fall, 1959. \$300,000. (A)

Bridgeport — Nally & Boone Co.; Lime-stone, gravel. Est. date of Oper., Oct. 1959. \$500,000. (B)

Decatur—G. W. Asphalt Co.; Paving mix. Under Constr. \$200,000. (C)

Dothan—Charles Manufacturing Co.; Furniture manufacturing. Est. date of Oper., Nov. 1959. \$300,000. (C)

Haleyville — Formed Tubes, Inc.; Mrs. Truth K. Montague, Pres. Fabricated steel tubing. Est. date of Oper., 1960. (C)

Huntsboro—Huntsboro Oak Flooring Co., Inc.; Water Skis. Plans announced. \$500,000. (B)

Samson — Wex-Tex Mfg. Co.; Pajamas. Under Constr. \$110,000. (C)

Union Springs — Poultry Products, Inc.; Poultry processing. Est. date of Oper., Fall, 1959. \$325,000. (C)

Uniontown—Appleby Shoe Co.; Children's shoes. Plans announced. \$400,000. (C)

ALASKA

No Plants Reported.

ARIZONA

No Plants Reported.

ARKANSAS

Fordyce — Hercules Trouser Co.; J. S. Resler, Offl. Men's Trousers. Plans announced. \$250,000. (C)

Morrilton—Crestliner, Inc.; Edson P. Williams, Pres. Highway 64. Outboard boats. Est. date of Oper., Dec. 1959. \$600,000. 10-acre site. 25,000 Sq. Ft. (C)

Rohwer—Potlatch Forests, Inc.; Joseph L. Betts, Chief Eng. Paper mill. Est. date for Oper., Early 1962. \$35 million. (D)

Searcy—Southwestern Bell Telephone Co.; Warren Bray, V. Pres. Dial System. Plans announced. \$1 million.

West Memphis—The Bellows Co.; H. B. Link, Pres. Air Valves. Under Constr. (C)

CALIFORNIA

Fresno—Extruders, Inc.; William B. Sand-er, Pres. & Gen. Mgr. Date and Chestnut Ave. Polyethylene film. Under Constr. Est. date of Oper., early 1960. \$2 million. 70,000 Sq. Ft. 24-acre site. (C)

Fresno — Olsen Signs, Inc.; Lee Golden, Pres. Fruit and Yolo Aves. Plastic designs for commercial and industrial use in electric and neon lighting. Est. date of Constr. Jan. 1960. 10,000 Sq. Ft.

Fullerton—H. I. Thompson Fiber Glass Co.; William Tyler, V. Pres. Acacia and Orangethorpe Aves. Fiber Glass products. Est. date of Oper., Nov. 1959. \$2.5 million. 25-acre site.

Ripon—Simpson-Lee Paper Company; Mr. Maxwth Bardeen, Pres. Highway 99. High grade paper, tracing paper, base paper for blueprints, photo base paper and text paper. Plans announced. \$7 million. 220-acre site. (C)

San Francisco—The Stanley Works; John C. Cairns, Pres. Industrial and builders' hardware and hand tools, electric tools, drapery hardware, automatic door openers, aluminum windows, stamping springs, industrial coatings, strip steel and steel strapping. Plans announced. 4-acre site. 45,000 Sq. Ft.

Stockton—United Sheet Metal Co., Inc.; Mr. James D. McGill, V. Pres. 1227 Bieghle. Spiral lockseam pipe and fittings for industrial and commercial air conditioning units. Est. date of Oper., Sept. 1959. 20,000 Sq. Ft. (B)

Torrance—R. C. Mahon, Co.; Walter G. Mitchell, Ex. Dir. Steel Rolling Doors. Est. date of Oper., December 1959. 210,000 Sq. Ft. 30-acre site. \$3.5 million.

COLORADO

Colorado Springs—Kaman Aircraft Corp.; Gamma-ray densitometers and pulsed neutron generators. Under Constr. \$200,000. 14,000 Sq. Ft. (D)

Colorado Springs—Thor Automotive Co.; John Vicary, Pres. 410 E. Fillmore. Automatic and Electrically operated selective drive hubs for 4-wheel drive vehicles. Under Constr. 12,000 Sq. Ft. (A)

Denver—Chevrolet Motors; Div. of Gen. Motors. M. C. Lindsey, Zone Mgr. 4355 Kearney St., Chev. Parts warehouse. In Oper., 140,000 Sq. Ft. \$2 million. (C)

Monte Vista—Idaho Potato Starch Co.; Albert Carlsen, Pres. Starch from potatoes, potato processing. Under Constr. \$250,000.

CONNECTICUT

No Plants Reported.

DELAWARE

No Plants Reported.

DISTRICT OF COLUMBIA

No Plants Reported.

FLORIDA

Boca Raton—Vita-So. Corp.; Edward Kot-lar, Pres. Lith-O-Crete Shell & other building products. In Oper. (B)

Daytona Beach — American Boat Corp.;

NEW PLANTS

C. D. Sikes, Pres. Plywood boats, cruisers & overnights. In Oper. 6,000 Sq. Ft. (B)

Fort Lauderdale—Dyna-Thrust Corp.; Motors for Bicycles. In Oper. (B)

Hampton Springs—Metcalf & Son Crab Co.; Henry Metcalf, Owner. Crab meat processing. In Oper. 40,000 Sq. Ft. (C)

Hollywood—Plant City Steel Corp.; Anthony Towndrow, Offl. Steel Fabrication. Est. date of Oper., Oct. 1959. 31,000 Sq. Ft. (B)

Miami — Industrial Transformer Corp.; David Ander, Pres. Precision transformers. Plans announced. 20,000 Sq. Ft. (C)

Miami—Madison Furniture Mfg. Co.; Joe Muskin, Pres. Furniture. In Oper. 10,000 Sq. Ft. (A)

Miami Beach—Dolphin Laminates, Inc.; Carmen Cuerra, Offl. Catsmaran Sloops. In Oper. 20,000 Sq. Ft. (B)

Oakland Park—Paravox Corp.; Thomas J. Farino, Offl. Hearing Aids. In Oper. 6,000 Sq. Ft. (B)

Pompano Beach—Char-Gale Mfg.; C. L. Johnston, Owner. Sheet metal fabricating. In Oper. 8,000 Sq. Ft. (B)

Sabastian—King Roof-Truss, Inc.; C. A. Jamison, Pres. Roofs & Trusses. Plans announced. 5,000 Sq. Ft. (B)

Venice — Chance-Vought Aircraft Co.; Leon Melder, Offl. Testing missiles. Est. date of Oper., 1959. 3-acre site. (B)

Wabasso—Wabasso Products, Inc.; Franklin Dales, Pres. Thermostats. In Oper. (B)

West Palm Beach—Arnold Bakeries, Inc.; J. Dudley Calhoun, Pres. Special breads and rolls. In Oper. 24,000 Sq. Ft.

West Palm Beach—Florida M. ufacturing Co.; Mr. Ernest Gold, Mgr. Women's apparel. In Oper. 10,000 Sq. Ft. (C)

GEORGIA

Blairsville — Blairsville Mfg. Co., Inc.; Apparel Production. In Oper. 8,000 Sq. Ft. (C)

College Park—Scholle Chemical Co.; Industrial Chemicals. Under Constr. \$200,000. (B)

Covington — Dodge Wire Corp.; Under Constr. Est. date of Oper., Oct. 1959. \$250,000. (C)

Dawsonville—Sweet-Orr & Co., Inc.; Edward F. Jackson, V. Pres. Work and casual clothes, for men and boys. Est. date of Oper., Dec. 1959. 40,000 Sq. Ft. (C)

Rome — V. E. Anderson Manufacturing Co.; Martin Collins, Plant Mgr. Cave Springs Rd. Aluminum windows, Jalousies, and storm windows. Under Constr. 30-acre site. 52,000 Sq. Ft.

HAWAII

No Plants Reported.

IDAHO

Pocatello—Goodyear Aircraft Corp.; Radar domes for the Nike-Zeus missile radar units, and other radar equipment. Est. date of Oper., Oct. 1960. (E)

ILLINOIS

No Plants Reported.

INDIANA

Indianapolis—Indiana Gear Works, Inc.; 30th and Post Rd. Gears, Jet-propelled boats. Under Constr. \$2.5 million. 25-acre site. 180,000 Sq. Ft.

NEW PLANTS

Munster—Simmons Co.; State Route 141. Bedding manufacturers. Est. date of Oper., July 1960. \$13 million. 800,000 Sq. Ft. 70-acre site.

Valparaiso—Midwest Steel Corp.; Sheet metal and tin plate. In Oper. \$100 million. (E)

IOWA

Clinton—A. C. Nielsen Co.; Paul B. Jester, V. Pres. 19th Ave. N., and 3rd St. Coupon clearing house. Serves as redemption agent for retail grocers and manufacturers, and agent for major grocery product advertisers. Plans announced. 5-acre site. \$500,000. 25,000 Sq. Ft. (C)

Fort Dodge — Fort Dodge Laboratories; D. A. Peterson, Pres. Biological & Pharmaceutical supplies. Est. date of Oper., Late 1960. \$1 million.

KANSAS

Shawnee — Haver-Lockhart, Inc.; Dr. Joseph F. Knappenber, Pres. Pharmaceutical & Veterinary supplies. Plans announced. 60,000 Sq. Ft.

Wichita—Abbot Laboratories; Floyd K. Thayer, V. Pres. Pharmaceuticals and Sucaryl, (Sugar Substitute). Plans announced. 160-acre site. Several Hundred-thousand dollars.

KENTUCKY

Lexington—General Telephone Co.; 2001 Harrodsburg Rd. Exchange service. In Oper. 55,000 Sq. Ft. (C)

Mayfield—General Tire & Rubber Co.; William O'Neil, Board Chmn. & Pres. U. S. 45. Tire manufacturing. Est. date for Oper., Oct. 1960. \$9.5 million. 80-acre site. (E)

LOUISIANA

Marksville — Marksville Canning Co.; Canned sweet potatoes, corn and beans. Plans announced. \$210,000. (C)

MAINE

No Plants Reported.

MARYLAND

Williamsport—Reed Engineering and Manufacturing Co.; Robert F. Reed, Off. Boats. Cruisers, both open and cabin types. In Oper. 8,000 Sq. Ft. 22-acre site. (B)

MASSACHUSETTS

Beverly—Bomac Laboratories; Microwave tubes and devices. Est. date of Oper. Nov. 1959. 10,000 Sq. Ft. (D)

Burlington — Radio Corp. of America (RCA); Electronic products. Est. date of Oper., early 1960. \$1.25 million. (D)

Burlington — Raytheon Company; Electronic products. Est. date of Oper., early 1960. 50,000 Sq. Ft. (E)

Framingham — International Paper Co.; Paper products. Est. date of Oper., early 1960. 50,000 Sq. Ft. (C)

Haverhill — Eams Shoe Company, Inc.; Manus Schoenfeld, Gen. Mgr. Shoes. In Oper. (C)

Marlboro—Inland Express Co.; Distribution plant. Est. date of Oper., March 1960. 30,000 Sq. Ft. (B)

New Bedford—General Printing Ink Co.; Printing inks. Est. date of Oper., Nov. 1959. 11,000 Sq. Ft. (A)

Plainville — Northeast Concrete Products Co.; Warren Moses, Pres. Mfg. Concrete

products. Est. date of Oper., Feb. 1960. 40,000 Sq. Ft. (B)

Salem—Independent Grocers Asso.; Alfred Oppenheimer, Pres. Warehouse distribution. Est. date of Oper., Dec. 1959. 50,000 Sq. Ft. (B)

Seekonk—Tower Iron Works, Inc.; Structural Steel. Est. date of Oper., early 1960. (D)

Springfield—Northeast Tool and Engineering; Mfg. Drop-forging. Est. date of Oper., Dec. 1959. 15,000 Sq. Ft. (B)

Waltham—Polaroid Corp.; Camera film. Est. date of Oper., March 1960. 150,000 Sq. Ft. (D)

Waltham—Raytheon Co.; Electronic products. Est. date of Oper., Nov. 1959. 30,000 Sq. Ft. (D)

Wakefield—AC Spark Plug; J. A. Anderson, Gen. Mgr. Rts. 128. All-inertial guidance systems for missiles, electro-mechanical components and sub-systems. Inertial platforms, gyroscopes, and accelerometers. Under Constr. Est. date of Oper., early 1960. 30,000 Sq. Ft. 30,000-acre site. (C)

Wilbraham—Friendly Ice Cream Corp.; Ice Cream. Est. date of Oper., June 1960. \$1 million. (B)

MICHIGAN

St. Joseph—Continental Can Co.; Reuben L. Perin, Ex. V. Pres. Cans. Plans announced. 250,000 Sq. Ft. (B)

MINNESOTA

Brainerd — Northwest Paper Co.; Paper making. Est. date of Oper., Aug. 1959. \$10 million.

Golden Valley—Pako Corporation; Film

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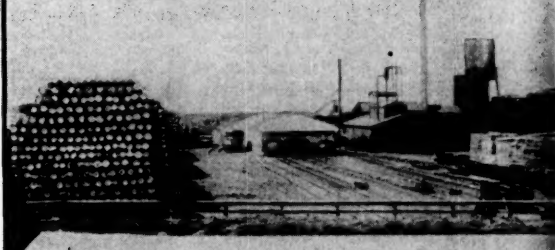
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New Orleans, La.

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Louisville, Miss.; Jackson, Tenn.

NEW PLANTS

processing & Photograph—Equip. Est. date of Oper., Sept. 1959. \$1.3 million.

Minneapolis—M. L. Gordon Sash & Door Co.; Hurst Ave. & West Lake Streets. Mill work Assembly. Est. date of Oper., Dec. 1959. \$300,000.

Minneapolis — Scott-Atwater Mfg. Co.; Outboard motors. Under Constr. \$325,000.

Virginia — Multiply of Virginia Inc.; Pressed Wood Constr. Board. Est. date of Oper., Oct. 1959. \$1 million.

MISSISSIPPI

Corinth — Port Chester Industries, Inc.; Apparel. In Oper. (C)

Crystal Springs—Kuhlman Electric Co.; Joe Smelko, O.M. Electrical products. Est. date of Oper., Nov. 1959. (B)

Grenada—Binswanger, Inc.; Glass products. Est. date of Oper., Jan. 1960. (B)

Grenada—McQuay, Inc.; Ken Lundberg, O.M. Metal Fabricating. Est. date of Oper., Feb. 1960. (C)

Jackson—State Poultry Co.; Food products. Est. date of Oper., Feb. 1960. (C)

Leland—Dillingham Mfg. Co.; Mr. A. H. Barrows, Pres. U. S. Highway 61. Furniture. Livingroom, bedroom and diningroom furniture. Est. date of Oper., Jan. 1960. 80,000 Sq. Ft. (D)

New Hebron—New Hebron Mfg. Co.; L. S. Stevenson, O.M. Textile products. Est. date of Oper., Oct. 1959. (B)

Senatobia — William Carter Co.; C. C. Flynn, O.M. Apparel. Est. date of Oper., Nov. 1959. (C)

Webb — Choctaw Athletic, Inc.; Sports equipment. Est. date of Oper., Nov. 1959. (B)

Winona—J. A. Olson Co.; Gordon Ebert, O.M. Furniture. Est. date of Oper., Jan. 1960. (B)

Winona — Screw Conveyor Co.; Martin Mathews, O.M. Metal products. Est. date of Oper., Jan. 1960. (B)

MISSOURI

Lee's Summit—Western Electric Co.; Paul R. Brousse, V. Pres. U. S. 50. & Scheer Rd. Electronic Equipment. Est. date of Constr. Early 1960. \$20 million. 1.3 million Sq. Ft. 341-acre site. This new plant was first announced two years ago and then deferred in the national business recession that followed. (E)

St. Joseph—Research Laboratories, Inc.; True Davis, Jr., Plant O.M. Pharmaceuticals, animal serums, vaccines. Est. date of Oper., Feb. 1960. \$600,000.

Ste. Genevieve — Bilt-Best Corp.; Morris Eisenberg, Pres. Wood window units, aluminum storm windows and screens. Est. date of Oper., Nov. 1959. 42,000 Sq. Ft. (B)

Seymour—Seymour Shoe Co.; Shoes. In Oper. 22,000 Sq. Ft. (C)

MONTANA

No Plants Reported.

NEBRASKA

No Plants Reported.

NEVADA

No Plants Reported.

NEW HAMPSHIRE

No Plants Reported.

NEW JERSEY

Blenheim—Romac Industries, Inc.; Louis G. Marini, V. Pres. & Treas. Blenheim-Mechanicsville Rd. Hot water baseboard and convector heating equipment. Plans announced. 25,000 Sq. Ft. 11-acre site. \$250,000.

Caldwell—Nesor Alloy Products Co.; Pas-saic and Fairfield Aves. Fabricators of wire. Est. date of Oper., Dec. 1959. 30,000 Sq. Ft. (C)

Secaucus — Merchants Refrigeration Co.; Secaucus Rd. & 5th St. Cold storage refrigeration. Under Constr. \$Multi-million. 25-acre site.

NEW MEXICO

Grants—Entrada Corp.; Ed. W. Cannedy, Pres. Uranium. Est. date of Oper., Sept. 1959. \$600,000.

Santa Fe—The Kaiser Gypsum Co.; Gypsum products—Gypsum wallboard. Est. date of Oper., June 1960. 94-acre site. \$Multi-million. (C)

NEW YORK

No Plants Reported.

NORTH CAROLINA

Albemarle — Jeffries Processor, Inc.; Virgil T. Hartquist, Pres. Hwy #27 bypass. Specialty and finisher, dealing primarily in finished knitgoods. Under Constr. Est. date of Oper., Nov. 1959. 10,000 Sq. Ft. 3.7-acre site. (B)

Asheville—Leigh Industries, Inc.; Robert L. Leigh, Pres. Hwy 74. Equipment for the heating-air conditioning and building industries. Under Constr. Est. date of Oper., Feb. 1960. \$1.5 million. (C)

Farmville — Farmersville Manufacturing Co.; Thomas Anderson, Plant Mgr. Garments. Plans announced. 30,000 Sq. Ft. (C)

Hickory—Highland House Inc.; E. M. Suggs, Pres. 904 Highland Ave., N. E. Upholstery furniture. Chairs, sofas, and love seats. In Oper. (C)

High Point—Hudson Studios; Harris Hudson, Pres. West Broad St. Commercial & illustrative photography, primarily in the furniture field. Under Constr. Est. date of Oper., Nov. 1959. \$90,000. (B)

Wadeville—Gro-Rite Shoe Co.; Shoes. Est. date of Oper., early 1960. 15,000 Sq. Ft. (C)

Wilson—Nutrene Mills Inc.; Feed processing. Plans announced. \$350,000. 2-acre site. (B)

NORTH DAKOTA

Grafton—Borden Foods Co.; Theodore O. Hofman, Pres. Potato flakes—Instant potatoes. Est. date of Oper., 1960. 15,000 Sq. Ft. \$300,000. (C)

OHIO

Cincinnati — Eagle-Picher Co.; Steel frames, uprights and trusses. Plans announced. 50,000 Sq. Ft.

Cleveland—A. S. Gilman Inc.; R. G. Merrick, V. Pres. 5855 Grant Ave. Print three-dimensional figures, cut-outs and mobiles. In Oper. \$1 million. 9-acre site. 46,000 Sq. Ft.

OKLAHOMA

Oklahoma City — Unit Parts Co.; Mrs. Irene Boulton, Pres. SE 29th & Sunnylane Sts. Produces exchange automotive parts including clutch assemblies, clutch plates, shock absorbers, water pumps, fuel pumps, armatures, starters, generators, distributors, carburetors, starter drives, bonded brake shoes, voltage regulators and power brake units. Under Constr. Est. date of Oper., Jan. 1960. 109,000 Sq. Ft. \$500,000. 10-acre site. (C)

OREGON

Barlow — Bramco, Inc.; Foam plastics. Plans announced. \$1 million.

Portland — Miller Products, Co.; NE Killingsworth St. Agricultural chemicals. Plans announced. \$500,000. 5½-acre site. 84,000 Sq. Ft.

Portland — Tektronix, Inc.; Oscilloscopes. Plans announced. 38,000 Sq. Ft. \$1 million

PENNSYLVANIA

Butler—Butler Foam Products Co.; Poly-ether Foam products. In Oper. 24,000 Sq. Ft. (B)

Export—Parallite Manufacturing Co.; Dr. Albert H. Lasday, Pres. Specialized research and product development with new materials expected to achieve extremely high strength and lightweight characteristics of glass-fiber reinforced plastics, for use in high-pressure pipes and tanks, and aircraft and missile components. Under Constr. Est. date of Oper., Oct. 1959. 10-acre site.

Lancaster—Calder Mfg. Co.; William H. Calder, Pres. Overhead garage doors & emery wheel dressers. Plans announced. 53,000 Sq. Ft. \$150,000.

Lansdale—Proctor Electric Co.; Ironing board pads and covers. In Oper. 20,000 Sq. Ft. (B)

Lanesboro — Rotorcast Co.; Electronic transistors, coil. In Oper., 7,000 Sq. Ft. (B)

Oil City—Clyde D. Duffee Motor Express; W. F. Hardy, Pres. Transportation freight terminal. Plans announced. 10,800 Sq. Ft. \$150,000.

Oil City—Pat-N-Wood Inc.; Oak flooring panels. In Oper. 40,000 Sq. Ft. (B)

Old Forge—Roovers-Lotsch Corp.; C. A. Lotsch, Exec. V. Pres. Industrial marking machinery. Under Constr. 28,000 Sq. Ft. \$250,000. (C)

Philadelphia — Perloff Bros., Inc.; Earl Perloff, Pres. Food distribution. Plans announced. \$2 million. (C)

Pittston—Pittston Apparel Co.; Apparel. Plans announced. 49,000 Sq. Ft. \$389,000.

Pottstown—Chop-Rite Mfg. Co.; Food & Meat grinders. In Oper. 120,000 Sq. Ft. \$900,000. (C)

Pottsville — Summit Station Mfg. Co.; Lester Leh, Partner. Dresses. Plans announced. \$60,000. (B)

Uniontown—Industrial Furnace Construction Co.; Industrial Furnaces. In Oper. 75,000 Sq. Ft. (C)

Wrightstown—Cartex Corporation; Foam

rubber. In Oper. 50,000 Sq. Ft. 12-acre site. \$200,000.

Wyndmoor—George Voron Co.; Electronic products. In Oper. 20,000 Sq. Ft. \$250,000.

York—Evergreen Supply Co.; Parts supply depot and repair. In Oper. 42,000 Sq. Ft.

PUERTO RICO

Hato Rey — Standard Brands of Puerto Rico Inc.; J. Harry Tiernan, Mgr. Bakers yeast. Est. date of Oper., Sept. 1959. (B)

RHODE ISLAND

Cranston—Geigy Chemical Corp.; Dr. R. Bernegger, Plant Mgr. 180 Mill Street. Industrial Chemicals & related items. Est. date of Oper., Mid-1960. \$325,000. (B)

SOUTH CAROLINA

Ware Shoals — Personality Blouses Inc.; U. S. 25. Blouses. Under Constr. 8-acre site. (D)

SOUTH DAKOTA

No Plants Reported.

TENNESSEE

Dickson—Dickson Mfg. Co.; J. M. Hayes, Plant Mgr. Work shirts. Est. date of Oper., March 1960. Est. date of Constr. Sept. 1959. 54,000 Sq. Ft. \$300,000. (D)

TEXAS

Dallas—The Coleman Co.; Sheldon Coleman, Pres. 8929 Diplomacy Row. Residential heating and air conditioning systems. Est. date of Oper., Sept. 1959. 15,000 Sq. Ft.

Fort Worth—Acushnet Process Co.; Richard B. Young, Pres. U. S. Highway #80. Custom-moulded precision rubber products for the petroleum industry. Seals, diaphragms and other products for oil well drills and pumps. Under Constr. 12-acre site. 20,000 Sq. Ft. \$250,000. (B)

Midlothian—Texas Industries Inc.; Ralph B. Rogers, Pres. U. S. Highway 67. Wet process cement. Est. date of Constr., Sept. 1959. 1,300-acre site. (C)

UTAH

No Plants Reported.

VERMONT

Monkton—Vermont Kaolin Corp.; Willis Mould, O.T. Kaolin. Est. date of Oper., Apr. 1960. \$250,000. (B)

VIRGINIA

Norfolk—General Mower Corp.; Harry N. Faxstein, Pres. Prince Anne Rd. Power Mowers. Under Constr. 12-acre site. 112,000 Sq. Ft. \$3 million. (D)

Richmond—C. E. Thurston & Sons; C. E. Thurston, Jr., Pres. 700 Dinwiddie St. Industrial supplies, refractory materials and insulating materials. Est. date of Oper., Oct. 1959. 17,500 Sq. Ft.



Where is it? Here is another unidentified aerial shot taken by I.D.'s editor while on a recent cross-country junket. The first reader to pinpoint this location will get a free subscription.

WASHINGTON

Clarkston — Ideal Cement Co.; Cris Dobbins, Pres. Cement. Est. date of Constr. 1960. \$14 million. (C)

Everson—Play Buoy Plastics, Inc.; Douglas Cyr, Pres. Solid plastic water and beach toys. In Oper. (B)

Seattle — Owl Transfer & Storage Co.; Warehouse and Office. Plans announced. \$406,000.

Yakima—National Can Corp.; Can Mfg. Est. date of Oper., Nov. 1959. (B)

WEST VIRGINIA

Bluefield—United Piece Dye Works Inc.; Textile processing. Plans announced. \$900,000. (C)

Martinsburg—Shifman Bros. Inc.; Milton Shifman, Pres. Mattresses. In Oper. \$250,000. (C)

WISCONSIN

Lancaster — Wisconsin Ore-Processing, Inc.; James R. Gould, Ex. V. Pres. Smelting plant. Est. date of Oper., Sept. 1960. \$215 million. (C)

WYOMING

No Plants Reported.

CANADA

ALBERTA

Medicine Hat—Goodyear Tire & Rubber Co., Ltd.; Rubber tires. Est. date of Oper., 1961. \$5 million. (C)

BRITISH COLUMBIA

MANITOBA

NEW BRUNSWICK

NEWFOUNDLAND

NOVA SCOTIA

ONTARIO

PRINCE EDWARD ISLE

QUEBEC

SASKATCHEWAN

No Plants Reported.

FOREIGN

Brazil—Mogi Guaçu, Sao Paulo. Champion Celulose, S. A.; Bleached sulfate wood pulp used primarily in the production of white papers such as printing and writing grades. Under Constr. Est. date of Oper., Late 1959. \$20 million.

Chile — Santiago. Schering Compania Limitada; Pharmaceutical products. In Oper. \$5 million. 16,000 Sq. Ft. 5-acre site. (C)

Malaya—Glaxo Laboratories; Pharmaceuticals, Specialized foods, and antibiotics. Under Constr. \$650,000.

Malaya—Joseph Lucas and Chloride Electrical Co.; Automotive Batteries. Under Constr. \$350,000.

Scotland — Tannochside, Glasgow. Caterpillar Tractor Co.; Jim Irwin, Sales Prom. Mgr. Tractors. In Oper. 650,000 Sq. Ft. (E)

Syria—Homs. A \$14-million nitrogen fertilizer plant is to be built by the Ministry of the Interior in the Syrian region of the United Arab Republic. The plant will be built to produce at least 10,000 tons of ammonium nitrate per year.

Turkey—Istanbul. Singer Manufacturing Co.; Household sewing machines. Under Constr. Est. date of Oper., 1960. \$1.3 million. (C)



Industrial Districts

The following planned industrial districts have sites available for immediate construction. Advantages offered by such districts are described in detail in the November-December 1954 issue, pages 6, 7, and 8.

Services offered are indicated by the following code: (A) Architect & Engineer; (C) Construction; (E) Electric Power; (G) Natural Gas; (F) Financing; (P) Paved Streets; (R) Rail Siding; (S) Sewers; (T) Telephone; (W) Water.

Iowa

IOWA "MANUFACTURING MEADOWS"—Clinton, Iowa (population 35,000), 138 miles west of Chicago on Mississippi River and Lincoln Highway (U. S. 30). 190 acres within city. Master plan by Skidmore, Owings & Merrill. Served by Chicago and North Western Railroad. Developed by Clinton Development Company, a civic-non-profit corporation. Chapel 2-4536. R. J. Stapleton, Managing Director. Services available: (a) (optional), (c), (e), (g), (f) (optional), (p), (r), (t), (w), restrictions.

Missouri

PAGE INDUSTRIAL CENTER—St. Louis—planned industrial park, developers—Page Industrial Center, Inc., 7811 Carondelet, St. Louis 5, Mo., Edward L. Bakewell, Realtor, Central 1-5555, on Rock Island lines, 60 acres with all services available on property. Restrictions.

Illinois

ILLINOIS INDUSTRIAL VALLEY: Cities of La Salle, Peru, Oglesby, Spring Valley, Ladd, DePue offer planned industrial sites. Excellent transportation via the Illinois River, 7 major railroads, numerous carriers, 2 U.S. Highways. Skilled workers. Power in abundance. Active ID organization to serve you. Robert Blomgren, Director, Box 446, La Salle, Illinois. Phone: CA 3-0227. Services: (a) optional, (c), (e), (f) optional, (g), (p), (r), (s), (t), (w).

IMPORTANT—when replying to classified advertisements with no address given, write ID Box Conway Publications, Inc., North Atlanta 19, Ga.

Georgia

METROPOLITAN ATLANTA—Five Industrial Districts offering planned sites of varying location, size, price. Services available: (A) optional, (C), (E), (G), (F) optional, (P), (R), (S), (T), (W). In your Southeastern plant or warehouse survey contact: F. Wm. Broome, Industrial Manager, DeKalb County C of C, 250 E. Ponce de Leon Ave., Decatur, Ga. (Atlanta phone, DRake 8-3691).

Available Sites

ST. BURNAN ATLANTA—Sites of 3, 5, 10, 25, 50, 100 or more acres. All utilities and rail service in DeKalb County—Georgia's newest industrial area, 70% urban with more than 200 industries in industrial districts and individual tracts. For your new Southeastern plant or warehouse location—inquire and visit through F. Wm. Broome, Industrial Manager, DeKalb County C of C, 250 E. Ponce de Leon Ave., Decatur, Ga. (Atlanta phone, DRake 8-3691).

CANADA—Serviced Industrial Sites & Factors for Lease & Sale—Contact Industrial Commissioner, Richmond Hill, Ontario.

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Middlesex County Industrial Department
County Record Bldg., New Brunswick, N. J.

ALABAMA'S GULF COAST—Small towns near Mobile ready for industrial expansion. Financing factory buildings and sites. Write Chamber of Commerce, Foley, Alabama.

Available Buildings

Childress, Texas—24,000 sq. ft.—completely sprinkled—1 story, all brick—concrete floor—R.R. siding and truck loading platform—13 ft. ceiling—very favorable labor market—low rental. Write Childress Chamber of Commerce.

50,000 SQ. FT., 1-story building ready now for occupancy. Will finish to your exact requirements. 100-acre industrial park. Labor surplus area. 100% financing. Write or phone: Chamber of Commerce, Shenandoah, Penna. HOWard 2-0644.

Personnel Placement

INDUSTRIAL PROMOTION ENGINEER—Thirty years' experience as a City, Community, State and Real Estate Development Planner and Promoter. I wish to talk to communities that have a desire to become more attractive to industries and better themselves economically. John Leon Hoffman, Registered Engineer and Planning Consultant, Phone 5271, Forsyth, Georgia.

ASSISTANT EDITOR WANTED—I.D. is looking for a man competent as a writer and editor who also has had experience in the field of industrial development. Excellent opportunity for the right person. Write H. M. Conway, Jr., President, Conway Publications, Inc., 2592 Apple Valley Road, North Atlanta 19, Georgia.

Special Services

SELLING SOUTHERN MARKET? If you're marketing a business product in the South, you need the confidential bi-weekly SOUTHERN LETTER to keep posted on new sales opportunities. Write for sample—no obligation. Box SL, Conway Publications, North Atlanta 19, Ga.

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INDEX TO PROFESSIONAL AFFILIATIONS

AIDC American Industrial Devel. Council
AIP American Institute of Planners
AMA American Management Association
ARDA American Railway Devel. Assn.
ASPCA .. Assn. of St. Plan. & Devel. Officials
ASPO Amer. Society of Planning Officials
EEI .. Edison Elec. Inst., (Area Dev. Comm.)
GLSIDC Gt. Lakes Sts. Ind. Devel. Council
NIDA .. Northeastern Industrial Devel. Assn.
NIZC Natl. Industrial Zoning Committee
PNWIDC Pacific N.W. Ind. Devel. Council
SIDC Southern Industrial Devel. Council
SIR Society of Industrial Realtors
ULI Urban Land Institute

Professional Plant Location Service, Gratis
Serving the State of Wyoming

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MANUFACTURERS RECORD

(IN REVIEW)



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OCTOBER 1885

(AS ABSTRACTED MORE THAN 70 YEARS LATER)

BALTIMORE, MD.

A NEW HOTEL

The Griffin House is the name of an elegant new hotel in Detroit, Mich., only thrown open to the public September 1st. It is centrally located, opposite the Michigan Central Depot, and near the river, making it the most desirable hotel for commercial men and tourists in the city. It is a model of architectural beauty within and without; elegantly fitted and furnished with the richest and most modern appointments. Much of the furniture is rosewood and mahogany, and the windows large French plate and stained-glass, and the walls are handsomely frescoed. The office, billiard and sample rooms, barber shop, ticket office, etc., occupy ground floor. In the dining room the table and service are unsurpassed, and there a bevy of pretty waiters glide noiselessly about, serving one in that dainty manner that would delight either the sourest dyspeptic or an epicure. A trip through the kitchen and store-rooms reveals order and cleanliness extraordinary. The rooms, single and *en suite*, are large and airy, with fine furniture and luxurious beds.

This is the only first-class hotel in Detroit giving a fine view of the beautiful Detroit river.

Mr. J. C. Griffin, proprietor, is a thorough "hotel man" of experience and fine tastes, and is deservedly popular with his guests.

Col. James Bailey, the genial and clever manager and clerk, knows the art of making one feel at home, and is a great favorite with "the boys", who come many miles to "Sunday" at this excellent and favorite hotel. When you visit Detroit don't fail to try the "Griffin."

BRADSTREET'S FALL VOLUME

The Bradstreet Company are now issuing from their own press their fall mercantile reports, and the demand for these volumes, which contain the recent business changes throughout the United States and Canada, has never before been so great. In these times of business depression it is well to mark the advantages offered by this agency to grantors of credit, and the great success the office in this city has had within the last six years is a substantial evidence of the value of the work done. Some of the particular advantages of this agency over all other similar institutions are observed in a hasty glance at the volume. For instance: Over each town is given full gazetteer information, the line of railway it is on, the nearest shipping point, bank, money order and telegraph office; also the express company in the district.

This information is of great service to shippers, and is given in no such comprehensive form in any other work. The labor employed in preparing this book has been enormous and far-reaching, and travelers from the various offices throughout the country have been constantly moving in their

respective districts collecting information on new traders and revising the detailed reports on firms already established; so that persons actually in business appear in the United States volume. The Southern section of the country is looked after in a very careful manner, the reports being full and thorough.

The system of notifying subscribers of changes that are constantly occurring is a most valuable aid, and many cases are quoted where orders received have been prepared already for shipment and at the last moment goods have been returned to the warehouse because of unfavorable information received from Bradstreet's. The terms of subscription are so small, when the great advantages offered are taken into consideration, that it is a surprise to find any merchant who gives credit, or is seeking to build up a trade, not subscribers to this agency. The Baltimore office is located in the American Building, and Mr. H. Kershaw, the superintendent, will be pleased to give any further particulars or explain any part of the system of improved agency work.

NEW GINNING PROCESS

The Montgomery Long Fibre Cotton Gin Company, of Washington, D. C., is the name of a company that promises to work a revolution in cotton ginning. They are the owners of a patent for the treatment of cotton by chemical means, whereby every particle of

the cotton, they claim, is separated from the seed, leaving the latter as smooth as if polished. The process is said not to injure in the slightest degree, either the cotton or the seed; and moreover, the cotton is detached in its natural condition, leaving the long, fleecy fibre just as it grows. This, of course, will add to its value, making it more like the long staple cotton. The successful operation of such a method as this would increase enormously the cash value of the crop, in addition to its other numerous manifest advantages. The process can be used with the present style of gin, and the company is arranging to license gins now in operation. Meanwhile they are themselves perfecting machinery to take the place of the old style gin. The process has been put into operation at Griffin, Ga., and the company is now putting up machinery there to use it on a larger scale. If the claims of this company regarding this invention are confirmed, when put to the most thorough tests, its importance can hardly be over-estimated.

JUDICIOUS ADVERTISING

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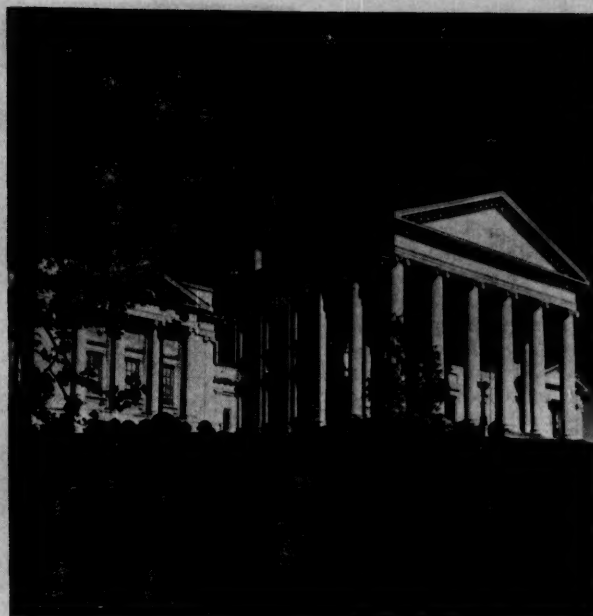
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THE VIRGINIA STORY

In your look at the historic Old Dominion State you will find a great variety of topography and resources, ample water, a location close to major Atlantic seaboard and inland markets, and a state government with a practicing policy of encouraging private initiative and enterprise.

AN AREA SURVEY by **Industrial Development**
and Manufacturers Record

THE NATIONAL GUIDE TO INDUSTRIAL PLANNING AND EXPANSION

Says Virginia's Governor,

J. Lindsay Almond, Jr.:

Virginia is proud of the conditions which prevail here and which are proving to be an ever increasing attraction to those who wish to realize the maximum potential from our natural resources, our favorable geographic location, our excellent manpower, our great network of transportation facilities, our proximity to domestic markets and the availability within the State of unsurpassed outlets to world commerce.

These are some of the factors which have had an important part in the evolution of industry in Virginia and in the advancement of the economy of the State. They likewise are some of the elements in the vista of Virginia's future—a panorama of great opportunity for sound and stable industry and for individuals of vision and ability associated with such enterprise.



In Virginia: A Statewide

One of the most encouraging factors the site seeker will encounter in Virginia is an invigorated consciousness at the community level of the progressive and constructive moves needed to attract industry. The result is that you will get intelligent, organized assistance with your plant location problems at virtually any spot in the state which you may choose to investigate.

RICHMOND. Virginia's hard-hitting Governor J. Lindsey Almond, Jr., observed recently that the Old Dominion State's new industrial development program could be "the most successful, the most dynamic and most beneficial ever undertaken."

This would occur, he declared, provided there is teamwork among the many interests striving to develop Virginia's economy and full cooperation at the local level.

The Governor made those comments at the first state-wide Virginia Industrial and Economic Development Conference which was held in Richmond. And, his views keyed what is actually happening in the state today.

Proof of that fact is easy to find for if you take a look now at virtually

any community in Virginia you'll discover among the townspeople a new alertness, an accelerated interest in the factors which lead to healthy industrial growth.

This pattern pervades the cities where new industrial districts have an increasingly prominent part in planning and zoning, and it extends to those smaller communities where groups of citizens have bent their energies toward attracting new industries with encouraging success.

Further, it has led to cooperation among groups of counties, cities and towns which have learned the value of area development.

This means that you, the site seeker, will find the red carpet rolled out everywhere in Virginia, from the Blue

Ridge Mountains to the sea, and you will get organized, constructive help on your site selection and plant building problems.

Much of this renewed interest in planned industrial growth has stemmed from the leadership of Governor Almond. It was in line with his recommendations that legislation was enacted by the 1958 General Assembly to step up Virginia's industrial development program, and a resolution was passed recommending that all state agencies uphold a policy of maintaining a good business climate in Virginia.

At the development conference, which attracted some 750 leaders from 100 communities and which was regarded as the largest gathering of its kind ever held in Virginia or the

Show of Enthusiasm



From a pilot's-eye view is the complex of greige manufacturing and finishing plants in Dan River Mills' Schoolfield Division in Danville, Virginia. These plants, combined with the mills in the Riverside Division in Danville, are considered to be the largest single-unit textile operation in the world.

South, the Governor also pointed up moves being made for tax revision that will make the state more attractive to industry.

The proposed modification of the corporate income tax formula has been under study since 1957, and the "three factor formula" based on physical assets, payroll, and sales or gross receipts, with equal weight for tax purposes given to each factor has been recommended by experts in the field.

"It is my intention to urge the adoption of the three-factor formula," the Governor said. "I say this because I believe the change will operate to make the apportionment formula fairer to industry, which is justifiable without even considering its value as a talking point in seeking to interest outside industry to move to Virginia."

Many individuals, agencies and organizations concerned with the growth of the Virginia economy have become convinced that a state-wide industrial development corporation, privately financed, would prove as stimulating to industrial expansion in Virginia as it has in some other states.

Governor Almond, in addressing the conference, voiced his belief that a state-wide industrial development cor-

poration to make funds available for sound new industrial enterprises could be organized and made to operate on a sound basis through the efforts of private enterprise.

In 1958 the General Assembly expressed by resolution its interest in and approval of such an organization, and enabling legislation has now been prepared for review before the 1960 session of the Legislature.

Industrial Climate

Virginia's governmental policies, both economic and political, produce a "climate" favorable for industry. Industries moving into the state may be assured of several definite factors—a state government whose policy it is to encourage private initiative and private enterprise with an absence of governmental "meddling," reasonable and equitable taxation, and harmonious labor-management relations.

It is these factors which have led to the locating of plants in Virginia by such nationally known concerns as E. I. duPont, Reynolds Metals Company, General Electric, American Telephone and Telegraph, Dow Chemical Co., Pacific Mills and Many others.

Traditionally a conservative state in matters of governmental spending and governmental expansion, Virginia has held firmly—through depression, inflation and recession—to the simple principle of living within its income and of maintaining in public office men who will keep to an essential minimum governmental services and expenditures.

This concept of state government, established more than three decades ago under the administration of Harry F. Byrd, has been consistently followed by succeeding governors and state administrations and is well exemplified today under Governor J. Lindsey Almond. As Mr. Almond stated in a recent summing up of Virginia's fiscal policy—"It is Virginia's philosophy that the state should never ask the federal government to do that which she can do for herself, and that the people should rely on their own initiative rather than have the state government do for them that which they can do for themselves."

The almost complete absence of state debt means that Virginia industries can be assured that their taxes will be used to provide current services instead of paying for "dead horses," and that if

emergency services must be provided, Virginia governments have sufficiently good credit standing to borrow the needed funds. The pay-as-you-go system, fathered by Senator Byrd in his administration as governor, is a continuing, working and workable guide in the State's fiscal policy and operations.

An outstanding example of this workability is the state's highway building program, financed specifically by proceeds from a state gasoline tax. The program, in its origination more than thirty years ago, assured Virginia eventually of a state-wide network of primary and secondary roads. These have been constructed, not in a single short period with a resulting staggering debt-load, but over the years steadily and progressively as money to finance them became available. Virginia today has a modern, efficient highway system paid for largely with the exception of several newer bridges, tunnels and other toll facilities, by proceeds of the state gasoline tax and motor vehicle licenses.

Largely responsible for Virginia's financial solvency is its budgetary system with built-in guarantees against deficit spending. Under this system a monthly account of collections and expenditures is furnished by the comptroller and the tax commissioner to the governor who is required under the state's appropriation act to curtail allotments if necessary to maintain the balance between income and outgo.

To assist its localities who have to borrow from future tax revenues to finance present projects, funds from certain specified sources such as fines, forfeitures, special fees, and direct appropriations by the General Assembly are channeled into the state's Literary Fund. From this fund long-term, low-interest loans have financed many millions of dollars worth of school construction all over Virginia.

A further source for necessary borrowing by localities is the State Retirement System, which must invest its funds for maximum yield with safety to provide pensions for retired state workers but which can, however, invest a portion of its assets in locality bonds for school construction, improved water and sewer systems and other municipal projects.

While Virginia does not "coddle" its localities in heavy state financing of local programs and projects, it stands behind the debts of the localities, with

a legal obligation to "bail out" any locality which might default on a debt. It is significant that such a default has never occurred.

Local Government

With fewer governmental units than almost any other state, Virginia has an efficiently simple form of government that all but eliminates overlapping and bureaucracy. This efficiency of governmental functioning begins in the state's grass roots—with the county and the small community. Heart or core of the Virginia system is the principle of independence of each locality and the assumption by each of its individual responsibilities of government.

Virginia counties and cities are separate and distinct administrative units, with cities of the first class (having a population of 10,000 or more) completely independent of their surrounding counties. An independent city assumes all of the obligations attendant to its functioning and the furnishing of necessary services to its citizens, with no county services rendered or county taxes levied in the city. This is a system which exists on a state-wide basis only in Virginia.

A Virginia city of the second class (with a population of five to 10,000 persons) remains connected with the county so far as the offices of Circuit Judge, Clerk of the Court, Attorney for the Commonwealth and Sheriff are concerned. Second class cities, like those of the first class, levy and collect their own taxes, remaining independent of the county in this respect and in the majority of their functions.

The people of an incorporated town

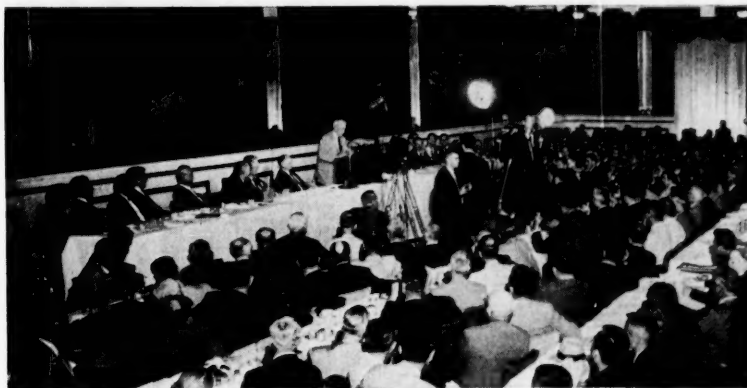
in Virginia (with a population numbering 300 or more) retain their responsibilities as county citizens with the added obligations of town government, while the residents of an unincorporated village or community are responsible only to county government. It is not, however, required that a community of this size become an incorporated town unless its citizens so desire.

With relatively low taxes and a scrupulous avoidance of tax duplication, Virginia's state and local governments are administered with consistent economy and efficiency, furnishing at the same time public services of high quality.

"Right to Work" Laws

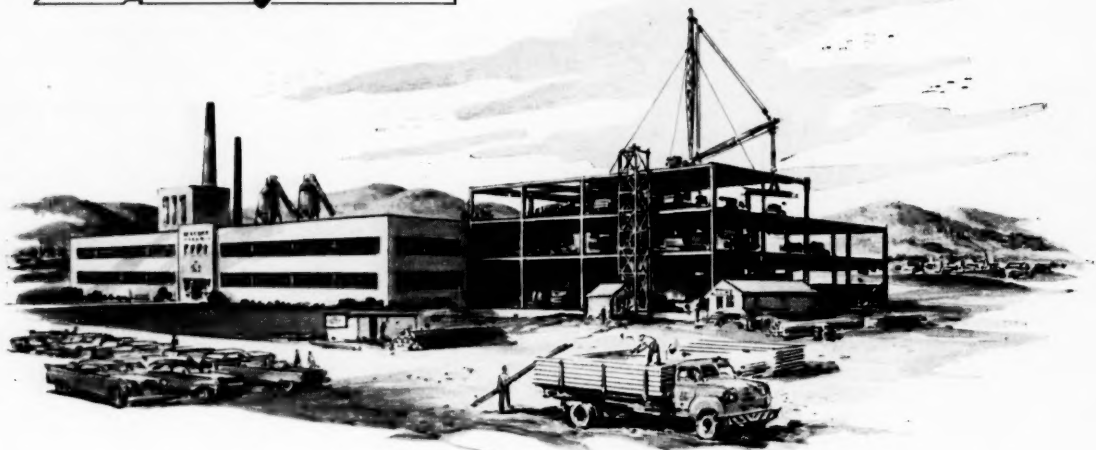
Virginia's labor laws are aimed at maintaining the "free enterprise" system, insuring labor-management harmony, and eliminating the loss of time and money involved in labor disputes and strikes. Such statutes, while they have been kept to a minimum, include what is popularly known as the "Right-to-Work Law" which provides in essence that the right to work shall not be denied to any individual on account of membership or nonmembership in any labor union or organization. On the part of management, the law states that an employer cannot require employees to become or remain members of a labor union or require that dues or fees be paid by employees to a union or labor organization as a condition of employment.

"Agreements or combinations" between employer and union or labor organizations resulting in abridgment



The spotlight is on Governor Almond as he addressed the Virginia Industrial and Economic Development Conference and stressed the importance of cooperation among all groups interested in the state's continued economic growth. This shows a segment of the record crowd attending the meeting.

Facts Favor Virginia



ROOM TO GROW

The profitable operation of any industry is often dependent upon (1) its ability to change its plant collar size without the heavy expense of relocation (2) its easy access to raw materials, equipment and supplies which are the life blood of any business. Virginia's uncrowded 40,815 square mile area, plus its rich bituminous coal fields, its plentiful sources of industrial water, electric power, natural gas, extensive beds of limestone and dolomite, timber, etc. are just some of the many reasons why leading manufacturers are finding room to grow and prosper in this area.

You have specific requirements for your particular type of manufacture. Let us give you specific information about plant sites and/or buildings and facilities for sale or lease which answer your particular needs. *There is no obligation — and the information will be given in strictest confidence.*

There are

10 Major Reasons why you should locate your plant in VIRGINIA

1. Nearness to markets
2. Quality labor force
3. Varied mineral resources
4. Top-grade transportation
5. Excellent water supply
6. Substantial forest resources
7. Abundant power and fuel
8. Excellent climate
9. Friendly, efficient government
10. A good place to live and work

Add to these the fact that Virginia's State Right-to-Work Law has a proven experience of promoting labor-management harmony and you have in Virginia an ideal state for industry — a wonderful place to live, to work and to make a profit.

Facts Favor Virginia



NEAR DOMESTIC AND WORLD MARKETS

Virginia's dispatching system for incoming raw materials and outgoing movement of finished products can be one of the strongest links in the chain of your industry's operation — making it more efficient, more productive and far more profitable. Virginia is strategically located in the center of the magic circle of 60% of America's business, easily reached via one of the finest highway networks in the nation, plus excellent rail and air facilities. And foreign markets are no problem when shipments are made through the famous year 'round ice-free Virginia Ports.

*For full information IN CONFIDENCE,
write, telephone or visit —*

C. M. Nicholson, Jr., Commissioner
DIVISION OF INDUSTRIAL DEVELOPMENT
Virginia Dept. of Conservation and Economic Development
State Office Building, Richmond, Va.
Telephone: MIlton 4-4111 Ext. 2255

Sound Financial and Tax Policy

Virginia's industrial progress has been greatly encouraged by the State's sound financial position. Here is a State whose leaders have been long recognized as exponents of economy and efficiency in Local, State and National governments . . . a State which holds rigidly to a balanced budget . . . a State which is debt free . . . a State with a pay-as-you-go system of financing its fine system of highways, plus fair real estate values and a favorable tax structure. These factors weigh heavily in determining profits.

Facts Favor Virginia



WILLING WORKERS

An improved end product — a lower manufacturing cost — or a reduced plant maintenance cost can often be attributed to the type and dependability of a company's employees. Virginia's technical growth and progress is keeping talented youth and skilled workers by providing challenging high level employment within the home area. These people are native born, home-rooted and are dependable, loyal workers for your plant when it becomes a part of their community.

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Facts Favor Virginia



A PLACE TO PLAY, TOO!

Virginia workers find a variety of vacation facilities almost "in their own backyards."

Beach resorts on the Atlantic Ocean, Chesapeake Bay and tidal rivers, and streams, lakes and ponds all provide a variety of water sports . . . salt and fresh water fishing, and hunting opportunities abound . . . sporty golf courses dot the outer landscape of many communities.

Along with the outdoor pleasures of the Shenandoah National Park with its Skyline Drive, and the Blue Ridge Parkway, are two giant National Forests embracing 1½ million acres; two National Historical Parks; several National Battlefield Parks; eight State Parks; three State Recreational Areas and six State Forests.

Scores of historic shrines bring the visitor vital chapters in American history. Fantastic natural wonders amaze millions annually.

Virginia Dept. of Conservation and Economic Development

Room 823, State Office Building
Richmond 19, Virginia

VIRGINIA FILM CATALOG AVAILABLE

COME AND SEE . . .

Plan now to come to Virginia for just the kind of vacation you most desire — for the rest, relaxation and recreation you need. And while in the Old Dominion, take a look at Virginia's superb industrial and business advantages and opportunities. Everywhere you go, you'll find Virginians ready to serve you, anxious to make real the Old Dominion's traditional reputation for genuine, old-fashioned hospitality. Write to the accompanying address for your free Virginia Vacation publications. Let us know the places which most interest you and we'll gladly add publications presenting more detailed information about the specific historic, scenic and recreational attractions you name.

VIRGINIA ECONOMIC DATA

Business Volume

Industry	1958			1954 Output Value \$ Mil.	1947 Output Value \$ Mil.	1939 Output Value \$ Mil.
	Active Estab. (000)	Persons Engaged (000)	Output Value \$ Mil.			
Miscellaneous Rural ...	.4	9	\$ 31	\$ 30	\$ 20	\$ 7
Farming	133.7	127	549	547	549	175
Mining .....	.9	18	227	136	174	35
Raw Materials	135.0	154	\$ 807	\$ 713	\$ 743	\$ 217
Construction	9.5	104	932	666	330	169
Manufacturing	4.5	268	4,669	3,840	2,684	989
Processing	14.0	372	\$ 5,601	\$ 4,506	\$ 3,014	\$ 1,158
Utilities	3.9	89	1,069	734	451	181
Finance	5.4	48	1,262	800	461	193
Supplementary	9.3	137	\$ 2,331	\$ 1,534	\$ 912	\$ 374
Wholesale Trade	3.8	53	3,401	2,674	1,816	628
Retail Trade	34.3	215	4,024	3,113	2,009	628
Service Trade	16.1	166	1,009	707	512	204
Distributive	54.2	434	\$ 8,434	\$ 6,494	\$ 4,337	\$ 1,460
Virginia Enterprise	212.5	1,097	\$ 17,173	\$ 13,247	\$ 9,006	\$ 3,209

Manufacturing

Industry	1958			1954 Output Value \$ Mil.	1947 Output Value \$ Mil.	1939 Output Value \$ Mil.
	Active Estab. (000)	Persons Engaged (000)	Output Value \$ Mil.			
Food .....	.9	30	\$ 671	\$ 558	\$ 334	\$ 86
Tobacco .....	.1	18	913	682	633	375
Textiles .....	.1	36	434	337	293	87
Apparel .....	.2	22	165	154	158	31
Pulp-Paper .....	.1	12	317	266	197	54
Printing-Publishing .....	.4	11	97	76	44	18
Chemicals .....	.2	34	835	793	397	119
Petroleum-Coal	*	*	6	4	4	2
Rubber	*	3	27	14	2	3
Leather	*	6	52	48	39	18
Nondurables	2.0	172	\$ 3,517	\$ 2,952	\$ 2,101	\$ 793
Lumber	1.7	27	170	160	145	37
Furniture .....	.2	16	181	154	124	38
Stone, etc. ....	.2	8	96	71	39	16
Primary Metals	*	4	62	53	42	14
Fabricated Metals .....	.1	10	163	110	65	23
Machinery .....	.1	4	59	32	10	4
Electrical Machinery	*	4	58	12	1	*
Transport Equipment .....	.1	17	313	263	142	59
Instruments .....	.1	2	12	10	5	2
Miscellaneous Mfg.	2.5	96	38	23	10	3
Durables	2.5	96	\$ 1,152	\$ 888	\$ 583	\$ 196
Virginia Manufacturing	4.5	268	\$ 4,669	\$ 3,840	\$ 2,684	\$ 989

* Too small to tabulate.

Urban Business Volume—\$ Million

Urban Area (City & County)	1958			1954 Manufac- turing	1947 Manufac- turing	1939 Manufac- turing
	All Business	Other Than Manufac- turing	Manufac- turing			
Richmond	\$ 3,850	\$ 2,622	\$ 1,228	\$ 997	\$ 748	\$ 416
Norfolk	2,159	1,761	398	327	254	92
Alexandria	1,072	1,027	45	31	12	6
Roanoke	962	728	234	189	149	39
Newport News- Hampton-Warwick	792	481	311	270	131	23
Martinsville	593	131	462	357	127	30
Lynchburg	525	354	171	133	104	37
Danville	521	372	149	125	124	40
Petersburg	374	194	180	130	52	37
Staunton-Waynesboro	364	225	139	99	68	27
Charlottesville	275	210	65	52	39	5
Hopewell	207	64	143	107	56	32
Total Urban	\$11,694	\$ 8,169	\$ 3,525	\$ 2,817	\$ 1,864	\$ 784
Non-Urban	\$ 5,479	\$ 4,335	\$ 1,144	\$ 1,023	\$ 820	\$ 265
Virginia	\$17,173	\$12,504	\$ 4,669	\$ 3,840	\$ 2,684	\$ 989

Urban Income & Expenditure

Urban Area (City & County)	1958			1958		
	1950 Popu- lation (000)	Popu- lation (000)	Consumer Income \$ Mil.	Per Capita Income	Consumer Purchases \$ Mil.	Per Capita Pur- chases
Richmond	333	393	\$ 1,119	\$ 2,847	\$ 704	\$ 1,791
Norfolk	410	570	1,017	1,784	771	1,352
Alexandria	197	265	535	2,094	459	1,732
Roanoke	133	160	336	2,100	263	1,643
Newport News- Hampton-Warwick	80	162	306	1,888	251	1,549
Martinsville	48	60	171	2,850	91	1,516
Lynchburg	77	87	197	2,264	132	1,517
Danville	100	101	168	1,663	124	1,227
Petersburg	54	60	143	2,383	98	1,633
Staunton-Waynesboro	66	84	127	1,511	96	1,142
Charlottesville	53	67	95	1,417	98	1,463
Hopewell	30	46	74	1,609	48	1,043
Total Urban	1,581	2,055	\$ 4,308	\$ 2,096	\$ 3,135	\$ 1,525
Non-Urban	1,690	1,880	\$ 2,115	\$ 1,125	\$ 1,777	\$ 945
Virginia	3,271	3,935	\$ 6,423	\$ 1,632	\$ 4,912	\$ 1,248

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THE VIRGINIA STORY

of this right to work are illegal. The use of force, violence or intimidation to induce any employee to quit his employment is prohibited, and picketing is limited to employees of the concern on strike. Picketing by force or violence and the obstructing of free passage to or from any premises, public streets or ways is unlawful.

To other states and sections accustomed to a different labor situation and "climate," Virginia's law may appear reactionary—even radical. The "Right-to-Work Law," however, has been reviewed and upheld by the Supreme Court of the United States. To Virginians it is a good law. It has worked since its inception and continues to work with resulting excellent employer-employee relationships and labor harmony throughout the state.

Labor difficulties and unrest in Virginia are almost unknown, and in time lost resulting from work stoppages over a recent five-year period Virginia is close to the bottom of the list of states. To business management this condition of things in Virginia insures, primarily, freedom from costly labor disputes. To the worker it insures just what the law states—"the right to work."

Virginia's laws permit females of 16 years and over to work a maximum of 9 hours a day and 48 hours a week. No restriction is placed on the number of hours worked by males 16 years of age and over except where the Federal Wage and Hour Law applies. Regarding "child labor," persons under 16, both male and female, are restricted to 8 hours of work per day between the hours of 7:00 A.M. and 6:00 P.M. and to a 44-hour work week. Persons under 14 cannot be employed with the exception of boys between 12 and 16 years who may engage in street trades or outdoor work between 6:00 A.M. and 7:00 P.M. during periods when schools are not in session. Children between the ages of 14 and 16 must obtain permission from the chief school attendance officer before they can be employed.

Where four or more persons are employed, Compensation Insurance must be carried.

The Virginia Department of Labor and Industry has a fine record of co-operation with both management and labor in the effecting of peaceful settlement of any labor disputes that may arise.

Expanding Labor Market

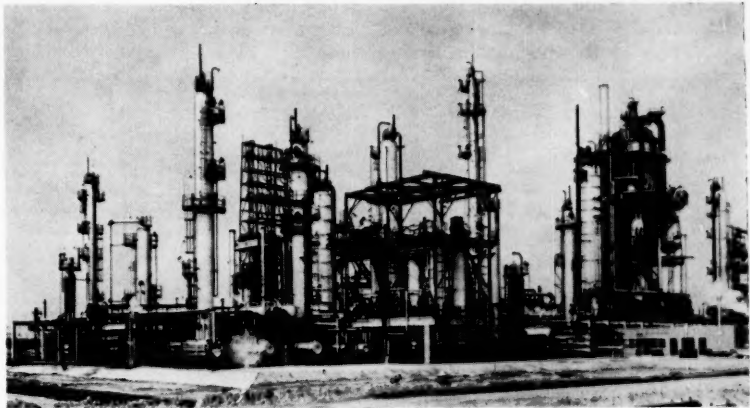
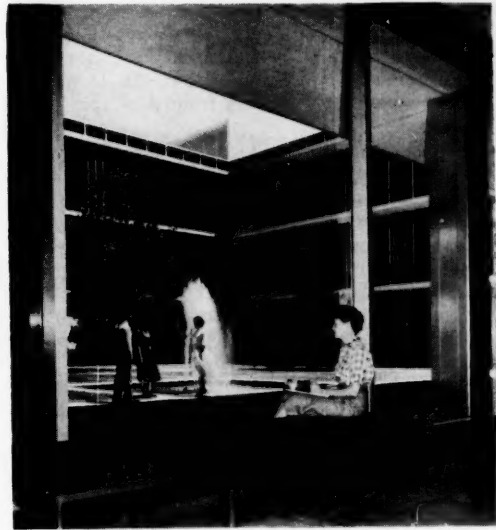
Virginia is in an excellent position with regard to an expanding labor supply—a factor of greater interest to an industrialist in search of a plant site than the absolute numbers already employed. Several years ago work by the research staffs of the Division of Industrial Development and the State Unemployment Compensation Commission pointed out that Virginia could expect to have approximately 300,000 new workers available for nonagricultural employment during the decade of the fifties just from its own internal sources.

The native and more youthful workers, having a median age of 27.9 years compared with 30.6 years in the nation, are more flexible and better able to adjust to changing work opportunities. Virginia's labor force is adaptable and flexible as firms locating in the State in recent years have testified. It is in the record that labor recruited in Virginia is easily trainable because, generally speaking, the individual worker is eager to be trained and quick to learn new skills. He takes pride in doing the job to the best of his ability; and being of independent spirit, he enjoys the right of not being forced to join an organization in order to hold a job.

The expanding labor supply for industry comes from three sources: (1) from the maturing of Virginia's population by which those attaining the working ages exceed those separated from the labor force by death and retirement, (2) from the low-income farmers who can improve their economic well-being by finding more remunerative employment, and (3) from the women who live in rural areas where jobs are not available to them but who would work if they had the opportunity.

Of these three components by far the most important source for expansion in the nonagricultural labor supply is the maturing of the population. Virginia's natural increase is currently growing at a rate of approximately 1.8 per cent per year as births exceed deaths. The labor supply has been growing too, but at a somewhat less rapid rate because the birth rate in the thirties and early forties was lower than it is today. As births exceed deaths in Virginia and the nation, so does the number of young people becoming of work age exceed the num-

A patio, embellished with fountain and magnolia tree, occupies the center of the very modern new building at Richmond that is the executive world-wide headquarters for the Reynolds Metals Company. The building houses the staff that directs the company's national and international operations in the manufacture and sale of aluminum.



The huge combination unit at the American Oil Company's Yorktown refinery is the "heart" of the plant. It combines four major refining steps into a series of continuous operations.



Sperry Piedmont's gigantic AN/SPQ-5 A Radar System is shown being hoisted on a one-piece shipping fixture by a 45-ton capacity crane at the north exterior of the Charlottesville plant. Utilized in the firing of Terrier missiles for the Navy, the huge electronic brain weighs more than 20 tons, is 17 feet in diameter, 30 feet in height and is composed of more than 12,000 parts.

THE VIRGINIA STORY

ber of persons separated from the labor force by death or retirement. Estimates forecast an annual expansion of 20,000 in Virginia's labor supply, or 200,000 for the decade of the fifties from this one source.

The farms have been a second source of supply for nonagricultural jobs. Each year our farms produce more crops and livestock, but this rising output has been produced with a declining number of farmers as machinery and improved methods of farming increased the efficiency with which labor is used on the farms.

Moreover, the movement away from the farm has been facilitated by the substantially lower rate of remuneration to farm laborers than to nonagricultural workers. It has been estimated that 5,000 Virginians a year would move to nonagricultural employment if the opportunity presented itself. This estimate is made on the assumption that Virginia would retain the same proportion of low-income farmers as

the non-southern areas of the nation.

There are many women in rural areas who are now outside the labor force but who would work if they had the opportunity. In many Virginia cities as high a proportion as 40 per cent of the women 14 years of age and over are employed. In some Virginia counties as few as 7 per cent and 10 per cent are employed. If the same proportion of the women in each age group in Virginia counties were in the labor force as in the nation, then approximately 60,000 women during the course of a decade, or 6,000 annually, would be available for new jobs.

These estimates as to the potential expansion in Virginia's labor supply were made several years ago, and it is now possible to determine the actual increase in nonfarm employment during the first nine years of the decade. The nonagricultural labor force is currently 200,000 higher than in 1950. The increase in job opportunities has been just about what was needed to

absorb Virginia's expanding labor supply.

Looking to the future, one can reasonably expect that Virginia's annual expansion in the labor supply from its internal sources will be at least as high as 30,000 a year during the sixties. The quite considerable rise in the number of births during the forties will lead to a steady increase in new entrants over separations during the sixties. However, it is possible that because of the shrinkage that has already taken place in farming, the movement from the farms will decline as a source of labor for expanding industry.

With regard to the availability of labor, Virginia has had considerably more expansion potential than the states to the north and east. In the more metropolitan areas of the country the supply of new entrants has been insufficient to replace those leaving the labor force just from the maturing of the population and it has been necessary to depend on immigration from other sections.



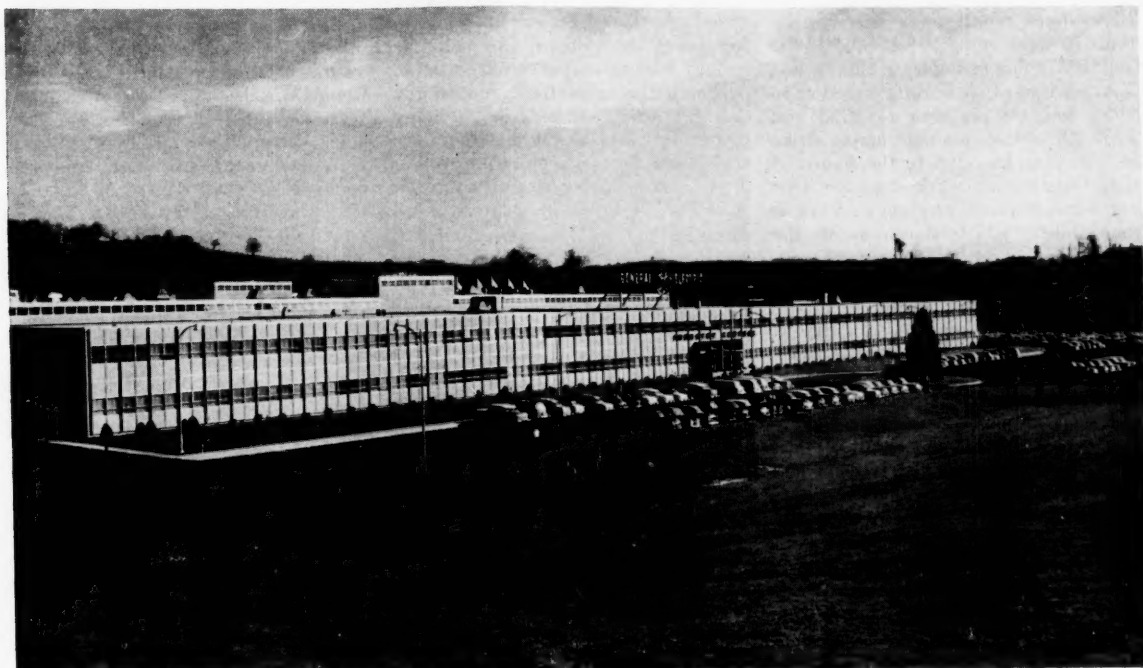
Virginia labor demonstrates its trainability in handling the complex machinery of today's manufacturing industries. Here is a scene at the Dow Chemical Company's textile development laboratory near Williamsburg.

Favorable Wage Rates

There is general agreement that in Virginia as in other Southern states the price paid for labor on an hourly basis is lower than in other sections of the nation. A meaningful discussion on the wage differential is difficult to present, however, because the magnitude of the differential varies from one occupation or industry to another, is subject to rather sharp changes over time, and takes no account of differences in productivity of workers from one region to another.

Let us look at the wage rate differential between Virginia and the nation for manufacturing industries. In May of 1959 the Virginia Department of Labor and Industry reported the average hourly earnings rate for all production workers in manufacturing to be \$1.71. The comparable figure for the nation was \$2.23. Thus the earnings rate was 50 cents an hour or 23 per cent less in Virginia.

A similar differential is obtained if you compare average annual earnings per employee for Virginia and the nation as reported by the U. S. Census of Manufacturers. In 1956 the Census data showed average annual earnings to be 23 per cent lower in Virginia manufacturing. The Census data shows the gap to be just as large today as it was 30 years ago.



In the last five years Virginia has experienced notable growth in production of electrical devices and machinery. The General Electric plant near Roanoke, which makes industrial controls, is one of three G.E. plants located in the state since 1954.

In some years as much as 60 million tons of coal move across the full length of Virginia to the ports of Hampton Roads. This Norfolk & Western freight train, pulled by four diesel locomotives, is made up entirely of coal cars.



The above discussion does not mean that any manufacturer that locates in Virginia could expect the hourly compensation to labor to be 50 cents an hour less than nationally. Part of this differential is attributable to the fact that Virginia has a heavier weighting of manufacturing industries that pay lower wages irrespective of where they are located.

In a detailed report, published by the Advisory Council on the Virginia Economy, it was pointed out that three-fifths of the differential in average annual earnings per employee between Virginia and the nation was caused by lower average earning rates in approximately 100 detailed manufacturing categories. The other two-fifths of

the differential was attributable to Virginia having a mix of those manufacturing industries that pay lower wages wherever they are located. The principal detailed industries in which Virginia's earning rate equalled or approached the nation's were largely the industries that were highly concentrated in the South.

Labor-Management Record

The proof of harmonious relations between labor and management in Virginia is in the record. For the most recent five-year period, 1953-1957, the U. S. Department of Labor shows that in Virginia work stoppages caused only one-fourth as many man-days to be

lost as a percentage of all man-days worked as in the nation. Work stoppages are defined as strikes by employees or lockouts by employers, involving as many as six workers and lasting the equivalent of a full day or shift or longer.

Review of the figures on work stoppages for this five-year period shows only four states with a lower figure than Virginia's .06 per cent of estimated time lost through strikes or lockouts. All these states—New Hampshire, North Dakota, South Dakota and Wyoming—were states in which mining and manufacturing are less important to the economy than in Virginia.

The statistics on strikes also showed

some states experiencing sharp variations in work stoppages between 1953 and 1957. For example, Montana had 1.35 per cent of all working time lost in 1954 and .06 per cent in 1956 and 1957. Of course, a single major strike in one year may inflate the figure of time lost through work stoppage. One notable feature of Virginia's record is its stability, which shows up in the variation between a high of .08 per cent and a low of .05 per cent of time lost in the five-year period.

Since most strikes occur in unionized industries, it follows that they affect the labor force in states where unions are strong, particularly where mining and manufacturing predominate. In 1957, AFL and CIO affiliated unions were involved in 93.2 per cent of all work stoppages. It is therefore not surprising to learn that union membership is not strong in Virginia—the state had slightly less than 1 per cent of the nation's union membership in 1939 and slightly more than 1 per cent in 1953, when only 10 states had a smaller proportion of their labor organized.

Virginia has a highly diversified manufacturing structure with important industries such as lumber, furniture, food products, and stone, clay and glass products, in which the extent of unionization is low. Then too, some other manufacturing industries which are important here, such as textiles and apparels, have not made the progress in unionizing workers in Virginia and the South that they have made in other sections of the country.

Four major industrial groupings—manufacturing, transportation, construction and mining—accounted for all but a small part of Virginia's union membership in 1953, which included 17.4 of the state's nonagricultural workers. The greater importance of transportation employment and coal mining in Virginia has resulted in a somewhat higher percentage of unionization than is found in most of the other South Atlantic States.

Highly Varied Production

Compared with 15 southern and neighboring states Virginia has added more people to its population, more dollars to its personal income payments, and more employment to its labor force than have any others except for Maryland, Florida, and Texas in the period 1950 through 1957.

Virginia's favorable showing is

based on a broad growth in the varied sectors of its economy—in manufacturing, mining output, transportation, port activities, travel trade, federal government activities, and the servicing-type industries. No other state in this region has as much diversification in its economy as does Virginia. Virginia also has experienced relatively less shrinkage in the number of farmers than has the region. The structure and changes taking place in major sections of the Virginia Economy are briefly reviewed below.

The wide variety of products turned out is the most characteristic feature of Virginia's manufacturing industry. Some Virginia localities are dominated by a single industry, but the state as a whole is not. Rather, manufacturing is scattered among most of the 20 manufacturing categories, although three industrial groups—shipbuilding, food processing, and apparels—accounted for one-half of Virginia's employment gains between 1950 and 1957.

A few examples of new plants entering Virginia in the past 18 months will illustrate the diversity which marks the state's industrial growth. During 1958 Reynolds Metals opened a plant to manufacture foil laminated cartons near Richmond and this year has announced expansion of its extrusion and smelting plants and a new printing plant in connection with its foil cartons. The moving of Reynolds headquarters offices from Louisville, Kentucky to Richmond was marked by the opening, in 1958, of one of the most beautiful buildings in the area and the warm welcome the city extended to the officers and staff of this great company.

The General Electric Company opened its third Virginia plant, at Lynchburg, and this year has transferred its entire Communications Division to the new location. General Electric first established its Virginia operations in Waynesboro in 1954 to make specialty controls and opened a plant near Roanoke the following year for industrial control equipment.

A branch of the New England Transformer Company was set up at Lynchburg this year chiefly to supply General Electric's plant with transformers for electronic products. Also in the field of electronics is the new establishment of the International Telephone and Telegraph Company which went into production at its Roanoke plant early in 1959.

Among other new plants now in operation or to be opened within the year is a branch of the H. K. Porter Company's Disston Tool Division at Danville. The Dow Chemical Company near Yorktown began production of Zefran, a new synthetic fiber, and in the same area the American Oil Company started operations at the first oil refinery in Virginia this year.

Further diversification is indicated in a partial list of products put on the market by plants established since the beginning of 1958: house trailers, prefabricated houses, mineral grit and specialized industrial sands, aluminum doors and storm windows, plastic bottles, plastic packaging for pharmaceuticals, books, electrodynamic components for the missile industry, aluminum and fiberglass boats are some of them.

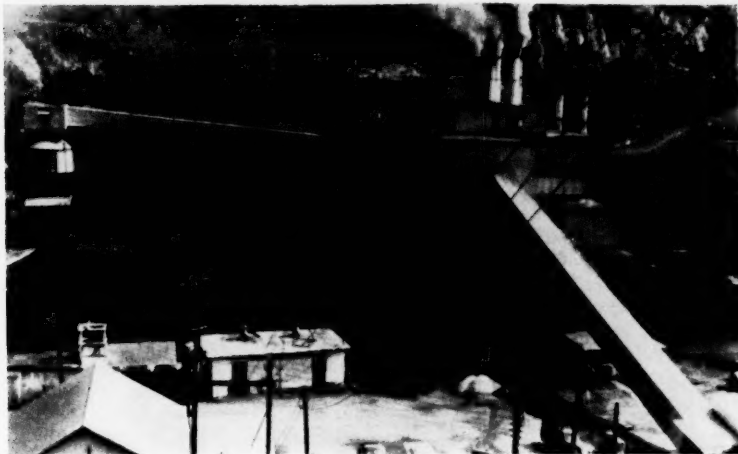
Apparel manufacture continued its advance in 1958 with the installation of seven new factories and the enlargement of nine others that had outgrown the buildings they started in a few years ago. There was a gain of 33 per cent in Virginia's apparel industry between 1950 and 1957, a time when employment in this category was decreasing nationally. The same was true in food processing, where a 25 per cent gain was Virginia's share in the rather sharp shift of food and apparel manufactures to the South. Some of the expansion in these lines was to serve the state's growing urban market, some to supply regional and national markets.

The chemical industry has been important in Virginia since the beginning of the development of synthetic fibers, and although employment has somewhat declined in the past five years because of mechanization, production volume has increased.

Today Virginia ranks first in the nation's production of synthetic fibers. This industry was initiated in Virginia in 1929 when E. I. duPont de Nemours & Company set up their first Richmond plant, soon to be followed by a plant at Waynesboro and another, in 1941, at Martinsville.

The family of Virginia's synthetic fiber plants has been added to by American Viscose at Front Royal, Allied Chemical and Dye Corporation at Hopewell, Industrial Rayon Corporation at Covington, and Dow Chemical Company at Yorktown. Acetate rayon, nylon, viscose rayon, caprolactan, vinyl fibre, orlan, dacron, and zefran

INDUSTRY IS DIVERSIFIED IN VIRGINIA



This is the preparation plant at Clinchfield Coal Company's Moss No. 2 Mine in Russell County. Coal is Virginia's top mineral resource. Of the 17,900 men engaged in mining in Virginia in 1958, 14,700 were soft coal miners in the great coalfields that underlie several southwest Virginia counties and extend into large areas of West Virginia.



The sprawling United States Gypsum plant is at South Norfolk. The operation is a postwar addition to the Norfolk-Portsmouth complex of industries which are based upon proximity to import and export shipping facilities. Extensive shipping activity is shown in the background of the picture.



The Petersburg Division of Glasspar, Inc., turns out Fiberglas boats. These lightweight pleasure craft have gained wide popularity with boating enthusiasts. Glasspar lays claim to being the world's largest manufacturer of boats made of Fiberglas.

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are among the fibers produced. Rayon and nylon tire cords and yarns for all sorts of clothing and fabrics are included in this list.

Virginia's textile industry, the largest single employer in the manufacturing categories, constitutes a home market for a substantial share of the synthetic fibers.

However, the staple fiber of Virginia's giant among textile mills, Dan River Mills in Danville, is still cotton. Here are woven and dyed the famous Dan River fabrics, and many other lines. Maintaining an average employment of around 10,000 over the past ten years, Dan River Mills is the largest single-unit textile mill in the world, and in the 75 years of its history it has become an industrial asset of the first magnitude to Danville and the surrounding area.

The chemical industry is well dispersed in different sections of Virginia, but a few categories dominate a single area because of special conditions existing in that area. A foremost example is the shipbuilding industry of the Hampton Roads area. The Newport News Shipbuilding and Dry Dock Company, the Norfolk Naval Shipyard, and the Norfolk Ship Building and Dry Dock Corporation maintain a total average employment of 25 to 30 thousand men.

In the Hampton Roads area have been built warships and cruisers, airplane carriers and the first atomic-powered submarine; the ocean liners *Constitution* and *United States* and innumerable other vessels now sailing the seven seas. There is no other state in which shipbuilding is a "natural" of greater importance than in Virginia.

In spite of some decline in lumber and wood products, a national trend more marked in the nation than in the South, lumber and the related industries of furniture and pulp and paper employed 49,500 or 19.3 per cent of Virginia's manufacturing force in 1958. Of this number more than 15,000 were engaged in furniture manufactures ranging from hand-crafted custom-made reproductions to assembly-line household furniture.

Although the manufacture of furniture of one kind or another is widely scattered throughout Virginia, and although Martinsville and Henry County are by no means a single-industry area, almost half the 15,000 employees in the furniture industry worked in the great factories of Martinsville and

Henry County, where Bassett Industries, American Furniture Company, Stanley Furniture Company and several smaller concerns have made the area famous for large-scale production of wooden household furniture. Some of Virginia's fine hardwoods go into this furniture.

Billion Dollar Record

The expenditure for new manufacturing plant and equipment in Virginia topped one billion dollars during the seven year period 1951-1957, according to a recent report of the U. S. Census. This expenditure was the heaviest made during any similar-length period in Virginia's history; but this has been a period during which manufacturing outlays have been running high throughout the nation.

If the amount invested in plant expansions during this period were added to capital investment in new plant and equipment, the total would be very much greater. In the past year there have been many important expansions. Thompson-Ramo-Woolridge put up three basic buildings in advance of the plans scheduled in 1956 when the company took over a 1,000 acre site in Franklin County to develop a testing center for guided rockets and missiles. These additional buildings brought the number of units up to seven in Thompson's \$10 million development project.

The Olin Mathieson Chemical Corporation at Saltville undertook new construction at a cost of approximately \$1 million for the addition of dense soda ash to their products, designed to supply the glass industry which annually consumes some 1.8 million tons of dense soda ash.

Union Bag-Camp Paper Corporation at Franklin, Virginia completed a \$20 million expansion program with new machinery to increase the plant's daily capacity by one-third. Brunswick-Balke-Collender, Marion, Virginia, carried out a multimillion dollar expansion program which has resulted this year in employment of 200 more persons to make radomes and other parts for supersonic fighter planes.

This company began by producing billiard and bowling equipment, and by way of diversification has become the nation's leading manufacturer of radomes (plastic shields for aircraft radar equipment) at its Marion plant. These are only a few of the major expansions that have been undertaken

by manufacturers in Virginia during the past two years.

The over-all gain in manufacturing employment in Virginia in the 1950-1957 period was from 227,000 to 259,500, a gain of 15 per cent as compared with the nation's 12 per cent. Two groupings of manufacturing categories that formerly had a light weighting in the Virginia economy made substantial gains. Primary metals, fabricated metals and nonelectrical machinery showed an increase of 54 per cent, although these categories still accounted for only 7 per cent of Virginia's manufacturing employment.

The other groupings of categories included petroleum and coal products, rubber products, electrical machinery, instruments and miscellaneous manufactures. This group of medium to high-wage industries, poorly represented before 1950, increased by a phenomenal 167 per cent, but still accounted for only 5 per cent of the State's total manufacturing employment in 1957.

Total Tax Burden Low

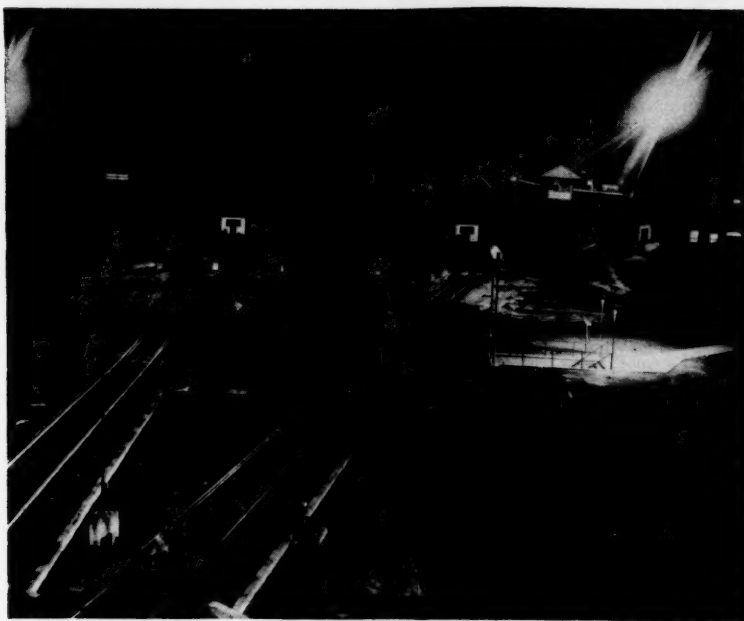
Most of Virginia's revenue is raised at the state level—61 per cent as compared with 49 per cent for all states. In general, the Southern states raise an even higher proportion of their revenue at the state level, while many New England and Mid-Atlantic states raise a lower proportion. In Virginia, as in most states, a substantial proportion of the funds collected at the state level are distributed at the local level.

Taxes account for four-fifths of the revenues raised in Virginia. Even so, this is a smaller proportion than in the rest of the nation. Virginia's taxes on property are relatively light: 28 per cent compared with 38 per cent for all states. Taxes on consumers are relatively light, largely because Virginia has no state-wide sales tax—a source that accounts for 12 per cent of other states' revenue. On the other hand, Virginia's taxes on income (both individual and corporate) are relatively high. The combined state and local tax collection per capita for Virginia is 22 per cent below the forty-nine state average.

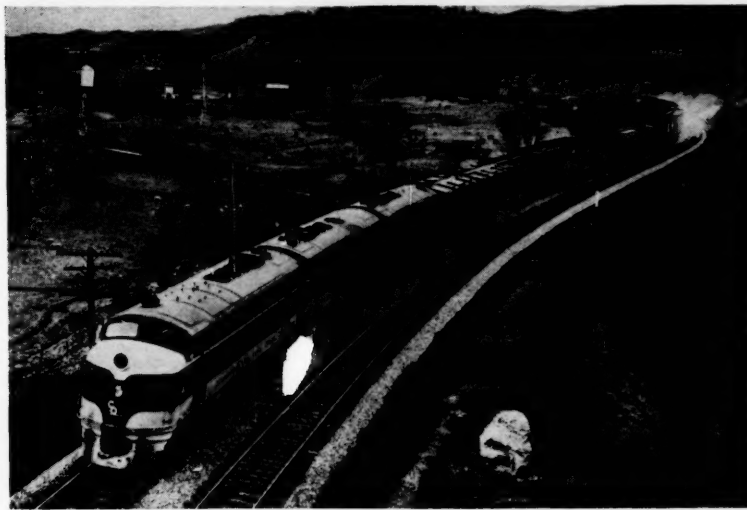
Virginia's tax burden on manufacturers appears to be about on a par with what it is in other states. A "typical" manufacturer's tax bill in Virginia, from both state and local taxes, is made up this way:

1. About half of it is for the state-

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Near Alexandria is the Potomac Yard of the Richmond, Fredericksburg & Potomac Railway. Here the RF&P interchanges traffic with other major rail lines serving the North and West. This night view shows six retarders in the yard.



The Chesapeake and Ohio Railway plays an important role in the Virginia industrial picture. The main line of the Railway extending westward serves every major industrial area in the state, transporting such things as tobacco, textiles, furniture, metal products and wood pulp and forest products.

- levied corporate net income tax.
2. Local taxes on real estate, tools and machinery follow next in importance.
3. Close behind is the state-levied "business capital tax," which falls primarily on inventories.
4. The annual franchise tax on capital stock and other miscellaneous taxes account for only

about 2 per cent of a "typical" manufacturer's total tax bill.

Virginia's rate of 5 per cent on corporate net income is somewhat above the average rate for the 50 states. However, this is offset by relatively low tax rates on all types of property. For a number of years studies have consistently shown that Virginia's municipal and rural property tax rates

have been approximately 40 per cent below the average true rates for the nation. This more than offsets the higher tax rate on corporate income.

The Unemployment Compensation Tax merits attention because it is one of the major taxes paid by manufacturers, and because rates vary from state to state.

Actually, of course, there is no single UCC tax rate in Virginia, but rather a schedule of rates. The actual rate levied on any given firm depends on the unemployment record of that firm and the benefits paid to its former workers.

While it is difficult to make exact comparisons, the Virginia UCC tax rate schedule would appear to be a moderate one in comparison with other states. In net rate paid by all employers, in fact, the Virginia average of 0.6 per cent on all taxable payrolls is one of the lowest in the nation. Much of this differential is due, however, to a relatively stable employment situation in Virginia, rather than a difference in the tax rate as such.

Strategic Location

At this point in its history Virginia with its geographic position and its transportation network can provide excellent accessibility to changing American markets. The local market within the State is growing at a more rapid rate than ever before. Virginia stands at the southern extremity of the nation's "Main Street" and can provide open space for its industrial and urban expansion.

The highway and rail network for the Atlantic Seaboard begins to fan out in Virginia making this State the gateway to the South. Rail lines to the growing midwest are equal to those from the northeast metropolitan areas to the midwest. The large Chesapeake Bay and its tidal estuaries provide numerous deep water sites for expanding industries and serve as an uncongested gateway for America to reach world markets.

During the forties population increased by 23.9 per cent, the highest rate of increase ever recorded for Virginia by a Federal Census. Only two states east of the Mississippi, Florida and Maryland experienced a higher rate of population growth.

For the more recent seven year period, 1950-1957, broad indices on population, income, employment, and capital expansion reveal that Virginia's

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over-all economic growth compared most favorably with that for the nation and 15 southern and neighboring states.

Population increased by 500,000 to 3,828,000. This was a 15.4 per cent increase for Virginia since 1950 and above the nation's gain of 13.0 per cent. Of this increase 450,000 was in civilian population, the rest being in military personnel. Only Florida, Maryland and Texas among southern and neighboring states experienced a higher rate of increase.

Personal income received by Virginians during this period increased by 57 per cent, exceeding slightly the 53 per cent averaged by the nation and equaling the 56 per cent averaged by 15 southern and neighboring states. Personal income is the best measure available for showing the combined effect of all economic activities on a state's economy.

Nonagricultural employment in Virginia increased by 200,000. This gain of 25 per cent since 1950 was 50 per cent above that averaged by the nation and slightly above that averaged by all southern and neighboring states.

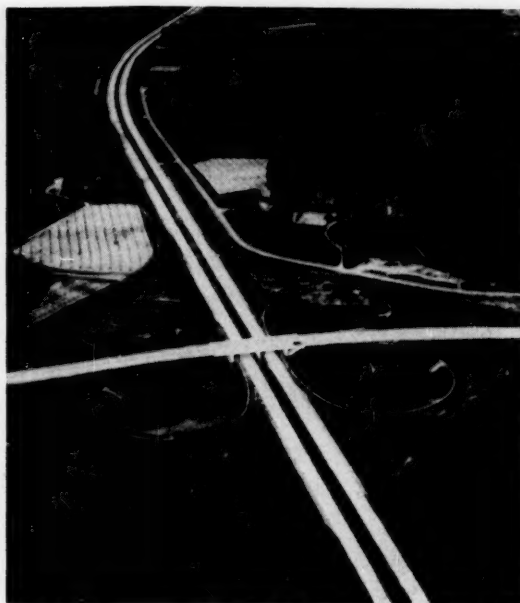
More than 30 million people live along the continuous "Main Street" that runs from Boston to Washington, D. C. This is America's largest urban and industrial concentration and it is meeting barriers to further expansion within its present confines. Virginia at the southern extremity of this "Main Street" offers green spaces and breathing areas for industrial and urban expansion. Here in Virginia the manufacturer would be in close proximity to the nation's largest markets, but away from its congestion.

More than any other state to its west Virginia commands the entrance to the South as well as the South's access to the great markets of the north. It is remarkable that the main traffic and the better organized roads go from the northeast towards the southeast in terms of highways and from the northwest to the south or southeast in terms of railways.

Crossroads of Rail Routes

The Commonwealth is at the junction point of major rail transportation routes of the nation. Twenty-two railroad companies serve Virginia, 13 of which are class one railroads and among these are some of the largest roads in the eastern part of the nation.

The Emporia by-pass, opened in the summer of 1959, is part of the national Interstate Highway System which will have two north-south and two east-west links through Virginia.



In Richmond, the Richmond-Petersburg Turnpike underpasses Marshall Street viaduct and connects with Broad Street at a four-acre interchange. It overpasses five blocks of business development, elevated railroad tracks, a canal and the James River on its way to Petersburg.

Freight service reaches both north and south and across the mountains to Cincinnati, Chicago, St. Louis and the other industrial and population centers of the central west.

Centrally located on the east coast of the United States, Virginia is a natural "crossroads" and junction point for railroad routes of the nation.

Major east-west rail routes cross the state by way of the larger Virginia cities of Richmond, Petersburg, Lynchburg and Roanoke directly west to the important markets and population centers of Cincinnati, Chicago and St. Louis. And these same rail routes converge from the west at the ports of Newport News, Portsmouth, Norfolk and South Norfolk. Main coal-carrying railroads from the western coal fields into eastern Virginia and the ports of Hampton Roads are the Norfolk and Western, the Chesapeake and Ohio and the Virginia.

The Richmond, Fredericksburg and Potomac Railroad has linked the north and the south for 125 years. Running between Richmond and Washington, D. C., it interchanges traffic with the Baltimore and Ohio, Chesapeake and Ohio, Pennsylvania and Southern Railways at Potomac Yards just north of Alexandria, Virginia; and with the Atlantic Coast Line, Seaboard Air Line, and Southern at Richmond. This combination of first-class railroads provides efficient north-south coverage across the state. The Pennsylvania Railroad also maintains a line running the length of Virginia's Eastern Shore from points north, connected by ferry with the Hampton Roads area.

With better than 4,000 miles of railroad trackage, the Commonwealth averages 35 per cent more rail mileage per square mile than the rest of the nation.

Excellent Highway

Virginia's 48,000 miles of primary and secondary highways constitute the second largest state-maintained system in the country and are a major factor in making plants convenient to workers, materials and markets. Virginia has a vital place in the nation's traffic pattern for through and terminal transportation. Of the five major east-west routes in the nation, one (U. S. 60) has its extreme terminus in Virginia. Two of the nation's major north-south routes (U. S. 1 and U. S. 11) pass through the State.

Thirty-five years ago, Virginia's highway system included only 4,000 miles of roads. Today more than 48,000 miles are under the jurisdiction of the State Highway Commission. Of this total, 41,542 miles are included in the state's secondary system (county roads), and 7,946 are primary (state-federal) highways which carry approximately 80 per cent of the traffic. In addition, there are 3,083 miles of urban roads and streets supported in part from highway funds.

Virginia's investment in its highway system totals more than \$1 billion. Since 1918, federal and state taxes have made possible an expenditure of more than \$500 million on the primary highways alone. The secondary system, created in 1932, has received about one-half that amount.

Virginia is one of four states that have assumed responsibility for all rural highways, with the exception of secondary routes in two counties. The highway users are the sole supporters of the state's roads; revenues are derived from motor fuel taxes, license taxes, registration fees, motor carriers' taxes, and federal aid. In 1923 the decision was reached to put the Virginia highway system on a "pay-as-you-go" basis rather than finance road construction by bond issues, and another major development took place some ten years later when the "Byrd Road Law" gave the Highway Commission jurisdiction over the roads that formerly had been under county control.

Since the passage of the Federal-Aid Highway Act of 1956, Virginia has steadily maintained its share of responsibility for the development of the National Interstate and Defense Highway System. About 1,120 miles of the 41,000 mile network lie within the state, including two north-south and two east-west corridors, some sections of which have already been completed.

Today, the State Highway Department employs more than 9,300 persons and is spending about \$200 million a year in constructing, maintaining and operating the Commonwealth's highways. Maintenance claims about 35 per cent of the annual appropriation for the state's roads. Two of the most recent construction projects to facilitate the heavy traffic of the Tidewater area are the 61 million dollar bridge-tunnel across Hampton Roads between Old Point Comfort and Willoughby Spit to replace the ferry operation, and the bridge across the lower

Rappahannock River at Greys Point, built at a cost of \$15 million to connect Virginia's middle and upper peninsulas. Both bridge and tunnel were opened in 1957.

Good Air Service

There is no point in Virginia more than 75 miles distant from one of the eight municipal airports where regular services are scheduled by commercial airlines. These are located at Bristol, Charlottesville, Danville, Lynchburg, Newport News, Norfolk, Richmond, and Roanoke and are served by American, Eastern, Capital, National and Piedmont lines. The National Airport outside Washington, D. C., accessible to all of Northern Virginia, is a terminal for other lines as well.

In addition to the large airports where passenger and freight connections can be made to all parts of the nation and the world, there are 65 airports, exclusive of private and military fields, licensed by the State Corporation Commission. Scattered throughout Virginia, some of these fields are equipped only to serve as landing and take-off points for private planes, but many have surfaced runways, hangars and tidedowns, facilities for minor and major repairs and fueling. Eight of them are lighted with runway or beacon lights or both; four others are lighted on request. These airports are in constant use for business and pleasure flying.

Unsurpassed Port Facilities

Virginia's seven ports—four at Hampton Roads, and three river ports—extend from Alexandria at the northeastern tip, to Norfolk near the southeastern extremity and the North Carolina line. Virginia ports in fact form one vast port complex with hundreds and hundreds of miles of undeveloped waterfront at Hampton Roads and along the great rivers emptying into the Chesapeake Bay. This much sought-after land on deep water is Virginia's greatest single actual and potential economic asset. The great natural harbor of Hampton Roads and the James, Elizabeth, and Potomac rivers and their tributaries offer opportunities for economical transportation to port-oriented industry as well as a supply of fresh water at upstream sites.

The advantages offered by Virginia's



A freighter at Norfolk takes aboard a load of cargo. For this loading about 250,000 cubic feet of goods going on board included tobacco, machinery, lumber, cellulose, cottonseed, pulp, pencil slates and other merchandise.



The Chesapeake & Ohio terminus at Newport News is one of the largest export facilities on the East Coast. Over its coal, merchandise and bulk piers a variety of products is loaded into ships destined to great ports all over the world. Conversely, over these same piers the C&O handles huge imports of foreign products.

ports are being recognized more and more as their commerce statistics indicate. Beginning with the calendar year, 1956, Hampton Roads has exceeded all other U. S. ports in the total tonnage of foreign waterborne commerce. In

1957, a record year, the foreign waterborne commerce of Hampton Roads ports totaled 59,709,124 short tons, while New York handled 40,137,600 tons. In 1958, a more normal year, Hampton Roads ports handled 42,373,-

881 tons of foreign waterborne commerce, while that of New York totaled 39,905,000.

It is interesting to note that John Rolfe's shipment of tobacco from Virginia to London in 1613 was the birth of United States foreign trade. For more than two centuries tobacco was the principal export commodity of the ports. However, in the 1870's the coal fields of western Virginia began to meet the fuel needs of the new industry springing up everywhere.

The coal carrying railroads built piers at Norfolk and Newport News, and coal remains the largest single export at Hampton Roads to this day. The ports' chief import is petroleum products. In recent years, grain has increased in importance and in 1958 Hampton Roads led all East Coast ports, except Baltimore, in the export of grain. In 1958, 1,550,596 tons of grain were exported through Hampton Roads as compared with 1,348,717 tons in 1957.

There are many reasons for the steady growth of waterborne commerce at Virginia's ports. Ranking high is the favorable geographic location. Centrally located at the Mid-Atlantic Coast, the ice free ports are the natural gateway to industry in the rapidly developing 16-state South, as well as the old established industries in the North Central states.

The Virginia State Ports Authority was created in 1952 by the General Assembly. The Authority has offices in Norfolk, Chicago, New York and Brussels, Belgium, and correspondents in the United Kingdom. The Authority maintains a "watch dog" service on freight rates, places advertising in media in the United States and foreign countries, and conducts the personal solicitation of shippers and their representatives in 25 states of the USA, the United Kingdom, and 13 countries of free Europe.

The Authority is working on a cooperative private enterprise-state general cargo facilities expansion program at Hampton Roads aimed at winding the additional millions of tons of general cargo potential to Hampton Roads ports. This program was approved in principle by the 1958 legislature, and engineering studies and appraisals of railroad-owned properties are under way preparatory to presenting the 1960 General Assembly with a detailed improvement program.

Even now the contribution of Virginia's ports commerce to the economy of the Commonwealth is considerable. The most recent study of the University of Virginia's Bureau of Population and Economic Research in 1957 estimated that Virginia's waterborne commerce was responsible for a healthy \$18,243,653 in taxes paid to state and local communities, and for 42,556 jobs in Virginia, with estimated wages totaling \$209,682,396.

Moderate Temperatures

Industry will find that Virginia has no days too hot or too cold for efficient labor performance, for there are no great extremes of temperature. Nevertheless, there are differences in the three major topographic provinces. In the Coastal Plain temperatures are the most equable and are quite stable from day to day. The Piedmont Plateau sees greater ranges but sudden and decided changes to warmer or colder weather are comparatively rare. The greatest temperature differences occur in the mountains and the Great Valley where elevation and topography produce marked effects.

Annual precipitation in Virginia, averaging about 42 inches, is sufficient to meet almost any reasonable human requirements but not so heavy as to be an obstacle to sound agricultural and industrial development. This rainfall is distributed with reasonable uniformity throughout the year and in the various regions of the state. A few states have greater precipitation, but most have less, and the annual average for the nation is a third less than for Virginia.

The ice-free ports of Hampton Roads make shipments possible throughout the year. Even in the mountain sections the highways are hardly ever closed because of ice and snow, and then only briefly until the efficient Virginia Department of Highways clears them.

Large Supplies of Water

Virginia has been well endowed by nature with large quantities of surface and ground water of varying chemical characteristics satisfactory to meet the growing demands of industry.

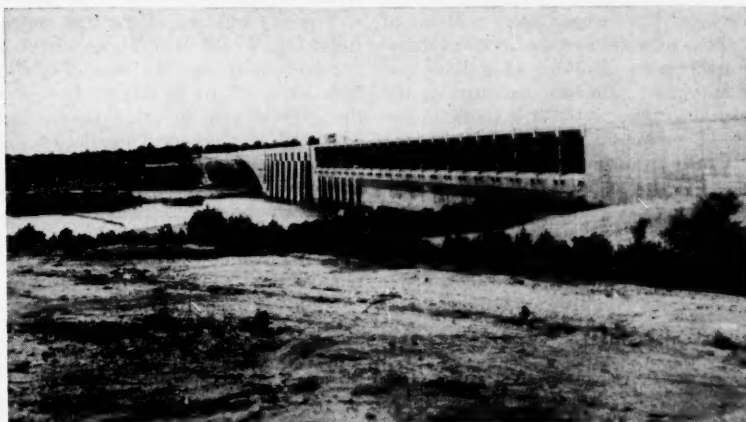
During a year of normal rainfall, about two-thirds of Virginia's 42 inches of annual rainfall is evaporated or transpired. The balance or remainder of the rainfall supplies the run-

off, which feeds the surface streams, and ground-water recharge which supplies wells and springs.

In some seasons of some years there are droughts in certain parts of Virginia just as in other states. Such occurrences are rare and normally the duration is short. Examination of the runoff records for the 19 gaging stations nearest the boundaries of the state indicate that, over periods greater than 20 years, the average runoff in cubic feet per second per square mile varies from 1.59 at a station in the extreme western part of the state to

0.74 in the northern part of the Shenandoah Valley.

Due to the state's topography, streams come into existence in almost all areas of the Commonwealth and flow into distinct rivers. The major river basins of the state are the Potomac, the Rappahannock, the York, the James, the headwaters of the Chowan, the Roanoke, the New River, the headwaters of the Big Sandy, and the headwaters of the Tennessee. In addition to these major river basins, there is a considerable area of the Tidewater section draining directly into the Ches-



The John H. Kerr dam and reservoir was designed for the proper development of the water resources of the Roanoke River Basin. In addition to its effects in flood control, the project generates considerable hydroelectric power, and the reservoir forms an extensive inland lake.



The New River is a plentiful source of water for industrial and domestic purposes for a large area of southwest Virginia. Also an outstanding scenic attraction, the river winds through some of the heavily wooded and attractive mountain areas of the state.

Virginia's Weather and Growing Season

	Coastal Plain	Piedmont	Great Valley
Mean temperature: Winter	39.8	35.8	33.8
Spring	56.8	55.3	52.7
Summer	77.2	75.0	71.3
Autumn	60.8	57.4	55.1
Average precipitation—inches . . .	43.54	41.62	41.30
Growing season days	190-240	180-210	160-190

peake Bay or the Atlantic Ocean through small streams which do not empty into any one of the major river basins or major river systems. There are sites throughout the state along the various rivers where many millions of gallons of water may be obtained daily. Furthermore, millions of gallons per day is not an unusual measure for the use of ground water at a single industrial location.

Much information concerning both the quantity and quality of the waters of Virginia is available. Ground water studies have been made for an appreciable area and are fairly intensive for the Coastal Plain physiographic province. About 170 stream gaging stations are in operation. A few have been operated continuously since the turn of the century. Others have been established more recently. At most of these stations samples have been taken and analyzed chemically. All of these data are available on request.

The Water Control Board

In considering the factors incidental to locating a new industrial plant, it is only rarely that an owner does not face the problem of having to get rid of waste materials. Even after planning the manufacturing process to minimize wastes, employ good housekeeping methods, recover materials for re-use and make by-products, there is usually some irreducible minimum amount of waste material that cannot economically be processed into a saleable product.

Disposal of this waste material so as to prevent stream pollution should be considered an integral factor in deciding on the location of the new plant. Failure to do so may result in an owner later coming to blows with his downstream neighbors.

That pollution control and industrial development can coexist is attested by the 100-odd times in the 13-year history of the Virginia Water Control Board that it has been able to stamp "approved" on the anti-pollution plans of new industries or expansions of

existing ones. The solutions to some of the waste disposal problems involved in these plans were real challenges to the technical people of both the industries concerned and the Board's staff.

Virginia was one of the first states, following World War II, to adopt a comprehensive law to control pollution. Prior efforts in this field, as was the general case in other states, had consisted of piece-meal legislation designed to protect streams from pollution for certain specific uses, such as public water supplies, fishing, wildlife, recreation and others.

The Virginia State Water Control Law, which became effective July 1, 1946, has three objectives: (1) to safeguard the clean waters of the state from pollution; (2) to reduce existing pollution, and (3) to prevent any increase in pollution. It reserves and reaffirms the state's right and control in and over all its waters, defines pollution, and provides for its control.

A State Water Control Board of five members is set up to administer and enforce the law and to employ the necessary technical and clerical personnel to collect facts, make scientific determinations, investigations, and recommendations regarding pollution problems, and keep the Board's records.

Discharges of sewage and industrial wastes may be made only in accordance with permits, or certificates, issued by the Board. Certificates remain valid until revoked by the Board, for cause, and after due notice and a hearing.

Sewage and industrial waste discharges existing on July 1, 1946 may be continued under conditions existing on that date, but any pollution they are causing must be reduced as required by the Board.

Vast Forest Resources

Virginia's vast forest resource—all sixteen million acres—is well distributed over the entire State. Every

county has some forest land and forest industries. The forestry industry is truly of State-wide importance.

Each year the forests furnish the raw material for pulp and paper mills, sawmills, railroad ties, veneer, fuelwood, fish net poles, furniture, excelsior, piling, and a multitude of other products.

A recent State-wide survey reveals that in the Piedmont and Mountain regions there exists large quantities of hardwoods, some low quality and some high quality, waiting to be marketed. Surveys show that the merchantable volume is rapidly increasing. Yellow poplar volume, in the Piedmont, for instance has increased 16 per cent during the past decade.

State-wide over the past 17 years hardwood volume has increased 38 percent. Southern pine species are holding their own. However, with the increased tree planting and the increasing use of sound forestry practices, the younger age classes are gaining, which means a larger future volume for industrial processing.

According to the 1957 survey, there are now in Virginia 35,209,100,000 board feet of saw timber of which 12,205,200,000 board feet are pine and 23,003,900,000 board feet hardwoods. On a cord basis, there are 174,479,000 cords, of which 58,205,000 cords are pine and 116,274,000 cords are hardwoods.

Forest land ownership is principally private. Of the 90.1 per cent of land privately owned, 65.3 per cent is owned by farmers, 8 per cent by wood-using industries, and 16.8 per cent by other private land owners. Of the 9.9 per cent in public ownership, 9 per cent is in Federal and 0.9 per cent in State, county and municipal.

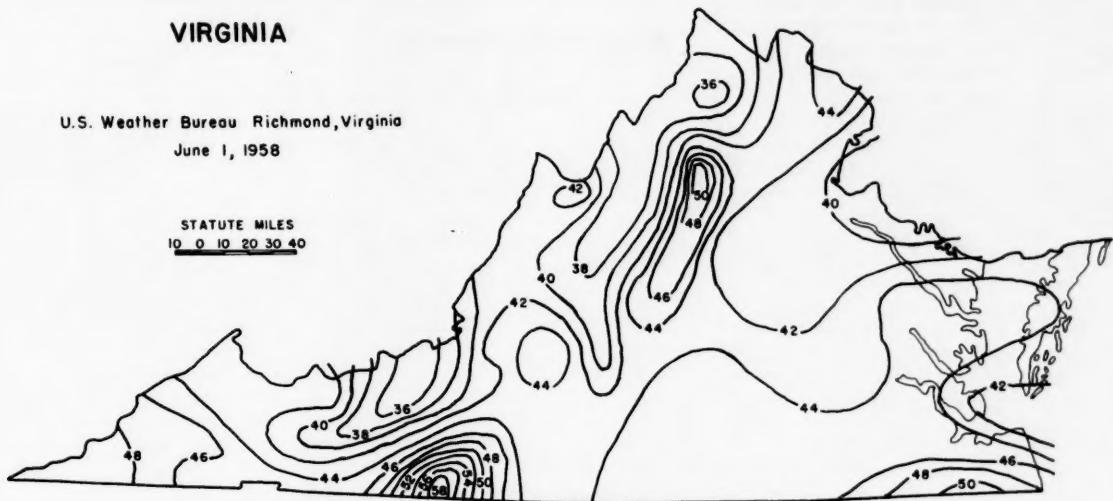
To fulfill its public responsibility in developing and protecting this immense, widespread forest resource, the State through legislation and financial aid supports an active forestry program. The major activities of this program are forest fire prevention and suppression, timber management service to landowners, reforestation of idle and abandoned land, and educational activities in all branches of forestry.

The forest fire suppression record for Virginia is good. During the five year period 1954-58 the average annual burn was only 23 hundredths of one per cent of the forested area. This record was made possible by the interest and cooperative spirit of the

VIRGINIA

U.S. Weather Bureau Richmond, Virginia
June 1, 1958

STATUTE MILES
10 0 10 20 30 40



AVERAGE ANNUAL PRECIPITATION IN INCHES
1931-1955

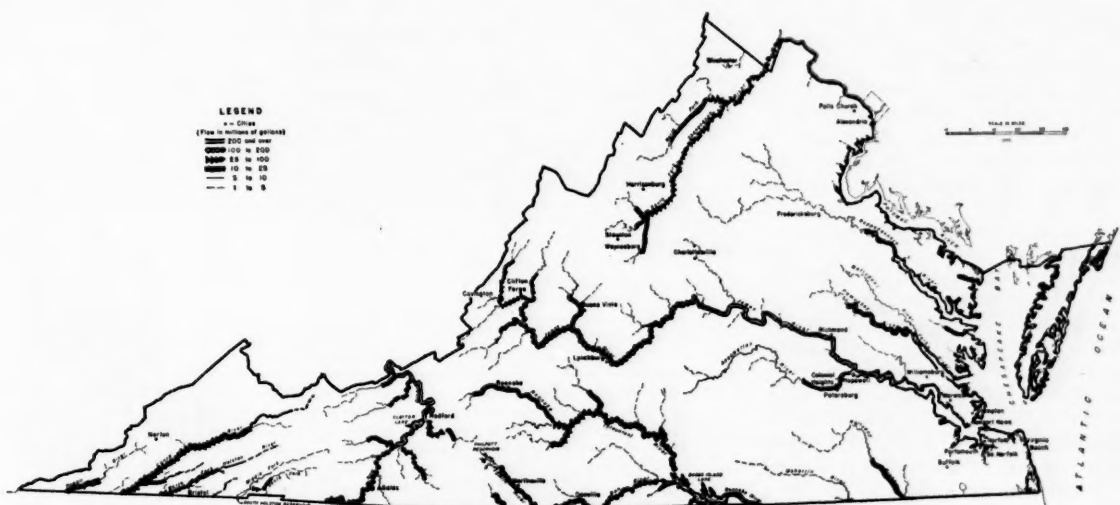
local citizens in keeping Virginia's forests green and productive.

In the timberland management service a technical forester will examine a tract of woodland at the request of the landowner and make recommendations as to the best handling of the area. If harvesting is recommended, the forester will measure and mark those trees which should be cut. Where reforestation is indicated the forester

will help the landowner to obtain the correct quantity and species of forest tree seedlings necessary to restock the area. Some 2,000 landowners avail themselves of this service each year. The two state forest tree nurseries produced 42,000,000 seedlings for reforestation in Virginia during 1958.

A basic concept of forestry is to grow, harvest and reproduce the forest crop in such a manner that each forest

acre will produce its maximum, merchantable, high-quality timber. Good forestry practices are used on all state-owned forest lands. On state forest areas 25 per cent of gross receipts are paid the county in which the tract is located in lieu of taxes. The total forest area in Virginia is divided into three main physiographic provinces, the Coastal Plain, the Piedmont, and the Mountains.



Minimum Stream Flows of One or More Days' Duration

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Within the Coastal Plain the dominant forest types are the loblolly pine and bottomland hardwoods. In the Piedmont the shortleaf pine and Virginia pine types are most important, whereas in the Mountains the upland hardwood type is prevalent. This last type also occurs quite extensively throughout the Piedmont and Coastal Plain.

In order to insure a steady growth and to prevent depletion of the great forest reserves a concerted forestry effort is now being made, by both public agencies and private industries. The Virginia Division of Forestry through its program of fire protection, reforestation and management assistance is working with the landowners of the state to provide them with the service they require.

Virginia Forests, Inc. is an association of lumber companies which, through publicity and education, strives to promote good forestry practices. These and other agencies, such as the railroads, have accomplished much in creating a wealth of young timber to assure future raw material for Virginia's growing forest industries.

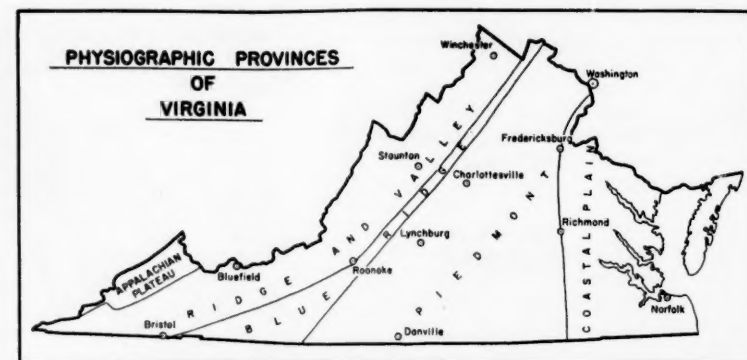
A Wealth of Minerals

Each of Virginia's geographic provinces share in some measure the state's wealth of mineral resources. Determined by the type of underlying rocks, these geological divisions are the Coastal Plain, the Piedmont, the Blue Ridge Province, the Ridge and Valley Province, and the Appalachian Plateau.

Virginia ranked 19th among the states in mineral production in 1957 when the value for the state was \$227 million. This figure represented the value of the raw materials at the mines, quarries and plants. Many of these materials were processed within the state and sold as finished products at a value estimated to be several times the total recorded for the raw materials.

Coal accounts for approximately two-thirds of the annual value, and in 1957 Virginia was the sixth ranking coal-producing state. Coal comes from the Appalachian Plateau region in far southwest Virginia, is mostly of bituminous rank, of good quality (both high and low volatile), and is utilized for domestic and industrial purposes, including metallurgical, steam and coking uses.

Limestone and dolomite mines and



quarries are located throughout the Ridge and Valley province. Most of the limestone goes into production of crushed stone, lime, and Portland cement; dolomite is for crushed stone purposes. Some of the more important uses of crushed stone are as roadstone, concrete aggregate, furnace flux, and agricultural lime.

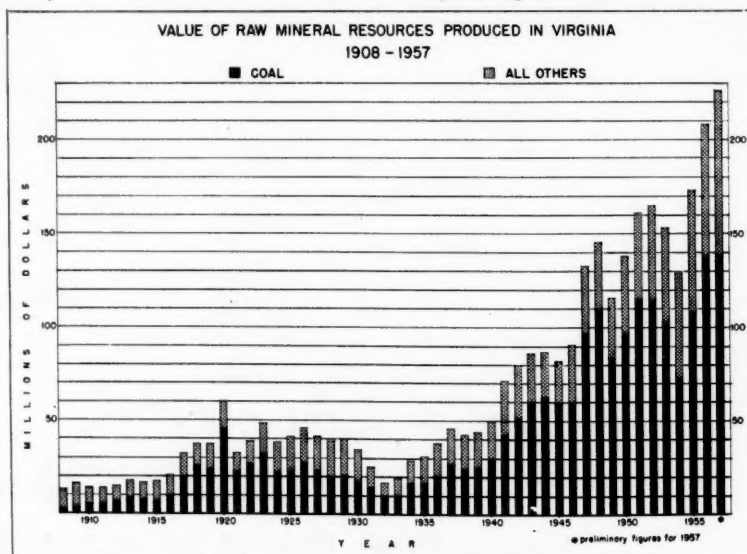
These materials are also used as riprap, in glass and paper manufacturing, and production of rock wool. One of the principal uses of limestone is in the production of lime which is of primary importance in the chemical industry. The other main groups into which the utilization of lime falls are industrial fields such as metallurgy, water purification, and the manufacture of alkali, bleach, glass, paper, sugar and other products; the building materials and agricultural uses.

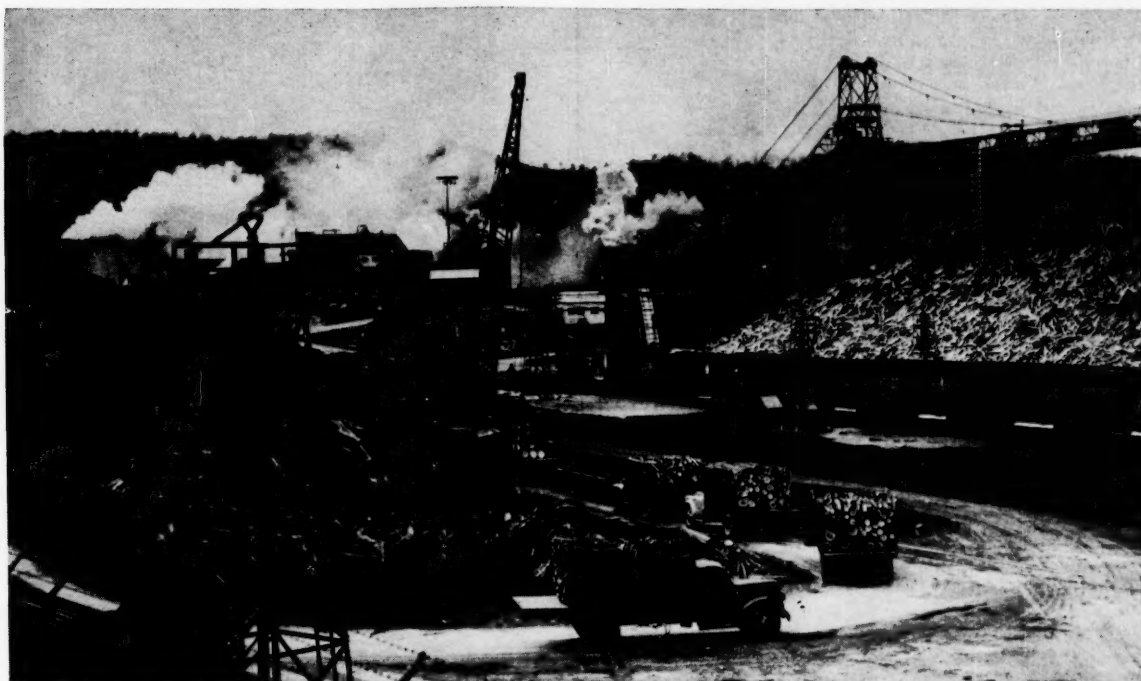
Sand and gravel plants are found throughout the state, although this industry is concentrated in the Coastal

Plain. The sand and gravel is used mostly in road aggregate, concrete aggregate and engine sand. Special purpose high silica sands used in the manufacture of glass and ferro-silicon are found in the northern part of the Ridge and Valley province.

Clays and shales suitable for making brick, tile, lightweight aggregate, and certain types of pottery are found throughout the state, with most of these materials being utilized for making brick. Brick plants in the Coastal Plain use clays while those of the rest of the state use shales for the most part, and the lightweight aggregate plants also use shales.

Various types of dimension stone are produced in the Piedmont province, and there is one important deposit of slate suitable for roofing and flagstone. Soapstone from the same area has many uses, among the most important being in insecticides, foundry facings, and by roofing and rubber industries.





A typical scene around a pulp mill is the wood storage area. Virginia has seven of these mills, and they annually use around 1.656 million cords of wood. The pulp and paper industry represents a major component of the state's economy.



Here pine seedlings are being transplanted at one of the forest tree nurseries that produce young trees for Virginia's reforestation program. The forests cover some 16 million acres and are well distributed over the entire state.

Besides the silica sands previously mentioned, Virginia produces in commercial quantities several other minerals important in the manufacture of glass and ceramics—kyanite, feldspar and apatite.

Commercial deposits of salt and gypsum are found in the southwestern part of the state, as is also pyrrhotite, an iron sulphide used in making sulphuric acid and iron oxide pigments.

Virginia depends upon the non-metals for most of its mineral production and all the above fall into this class. However, several metals are mined in Virginia and of these lead, zinc and titanium ores are the foundation of permanent industries. Titanium, long in use as an ingredient of white paint, has recently come into use as a light-weight metal for industrial uses and as such is a metal of growing

importance.

Manganese ore, the metal so essential to the steel industry, has been mined in Virginia since 1832. Since 1952, most of the manganese ore produced in the state has been sold to the federal government for stockpiling.

Other rock and mineral resources that have been produced in Virginia include gold, tin, copper, and aluminum ores, pyrite, barite, diatomite, and kaolin. With changed economic conditions or discovery of new deposits, or utilization of better methods of production, these resources could again become important to the mineral industry of the state.

Coal Mining Important

Coal is Virginia's number one mineral resource, and mining is mostly in terms of soft coal. Out of 17,900 men engaged in mining in Virginia in 1958, 14,700 were soft coal miners in the great coalfields that underlie several Southwest Virginia counties and extend into large areas of West Virginia.

The downward trend in coal production in the United States has been largely due to a continuing spread of

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the use of other fuels in industry and transportation, but Virginia's coal production has continued to rise during the past five years, accounting each year for a higher percentage of the bituminous coal mined in the nation. The record production of over 29 million tons in 1957 declined slightly (by about 2 million tons) in 1958, but at the same time Virginia's share of the coal mined rose from 5.9 to 6.7 per cent of the nation's soft coal tonnage. Production factors as well as advantageous location (with respect to growing electric utility and industrial consumers and overseas markets) augur well for the future of Virginia's coal.

That increased production is not accompanied by corresponding increases in mining employment is due to mechanization within the mines and in auxiliary operations. A good illustration of this point is found in Clinchfield, where the Clinchfield Coal Company put into operation early in 1959 a push-button coal processing "machine" ten stories high. This gigantic plant is the largest and most highly automatic of its kind in the world. It separates coal from mine refuse and then washes, screens and dries the coal at a rate of 15,000 tons a day. Only five men are required to operate this mammoth plant—and they are "push-button" operators.

The availability of coal in Southwest Virginia offers an opportunity for low-cost fuel and power for prospective industrial users.

Mining employment other than in coal mines is important in the production of raw materials used by the glass and ceramics industries (aplite, kyanite, soda and potash feldspar), pyrrhotites, manganese, lead and zinc ores. The allied industry of quarrying is widespread throughout Virginia's mountain and Piedmont regions, and the output of crushed stone is next to that of coal in volume and value. Several kinds of building stone are also quarried, and Buckingham County yields a fine-quality roofing slate from quarries that have been in operation for more than a century.

The products of these mines and quarries support a variety of manufacturing industries such as the production of paint pigments, nitrogen compounds, lime and cement, and ground soapstone for use by rubber and roofing industries, in insecticides and foundry facings.



The New Jersey Zinc Company's lead and zinc ore mine operation covers a wide area at Austinville. The mill is at lower left, while the tailings are at lower right. Other metals of commercial value in Virginia are titanium and manganese.



Lehigh Portland Cement Company's plant at Fordwick is one of the installations utilizing Virginia limestone in the production of cement. Limestone and dolomite mines and quarries are located throughout the Ridge and Valley provinces of the state.

Power for Industry

One of the great factors in Virginia, as in the nation, in industrial development is an abundant supply of dependable electric power. While the greatest use of electricity per worker is in the primary metals industries, other industries such as paper and paper products, chemicals and stone-clay-glass used quantities far above the average.

The capacities of the electric utilities serving Virginia have been expanding at an astonishing rate since the end of World War II. Millions of dollars in new generating stations, new transmission lines, new substations and distribution facilities are insuring that the industrial growth of Virginia will be served adequately, and as required. A brief description of facilities, with emphasis on new developments is given for three largest private utilities.

The Virginia Electric and Power Company, an unaffiliated Virginia corporation, serves the major portion of Virginia, northeastern North Carolina, and a portion of southeastern West Virginia, an area of approximately 32,000 square miles. Vepco sells electric energy at retail in more than 1,000 communities and their surrounding territories.

Included in Virginia are the independent cities of Alexandria, Buena Vista, Charlottesville, Clifton Forge, Colonial Heights, Covington, Falls Church, Fredericksburg, Hampton, Harrisonburg, Hopewell, Newport News, Norfolk, Petersburg, Portsmouth, Richmond, South Norfolk, Staunton, Suffolk, Virginia Beach, Waynesboro, and Williamsburg.

Principal steam generating stations are located in Richmond, Chesterfield,

Norfolk, Portsmouth, Breemo, Possum Point, and Yorktown. Several small hydroelectric stations are located in Virginia and a 100,000 kilowatt hydroelectric development, just across the state line at Roanoke Rapids, North Carolina, was completed in 1955. Total electric generating capability for this system has already passed the 1.9 million kw mark and is expected to be about 2.3 million kw by 1962.

The Company has made application to the Federal Power Commission for a license for the Gaston Hydroelectric Power Project on the Roanoke River. When completed, this project, located about eight miles upstream from the Roanoke Rapids Dam, will add 200,000 kw of generating capacity.

The Company's facilities are interconnected by transmission lines and interconnections are maintained with several neighboring electric utility systems, assuring an adequate and dependable supply of electricity in the fast-growing area at the Top of the South.

In 1957, Vepco completed a steam power station of unique design near Yorktown. This station utilizes the by-product fuels produced by the new all-electric American Oil Company refinery, which is adjacent to the station. The second generating unit was placed in service in 1958. Vepco's Yorktown station is one of a very few such installations in this country. It is designed to make the most economical use of by-product fuels. In addition to providing electric power to the refinery, this station adds to the supply of power in Virginia's fast-growing Peninsula Area, including the world famous Ports of Hampton Roads.

During 1959, Vepco budgeted over \$53 million for new construction. The two largest items in this budget were for a new 170,000 kilowatt addition to the Portsmouth Power Station which was completed in June 1959 and a new 170,000 kilowatt addition at the Chesterfield Power Station, near Richmond, scheduled for completion in 1960. In addition, a new 220,000 kilowatt unit is authorized for completion in 1962 at the Possum Point Power Station near Quantico.

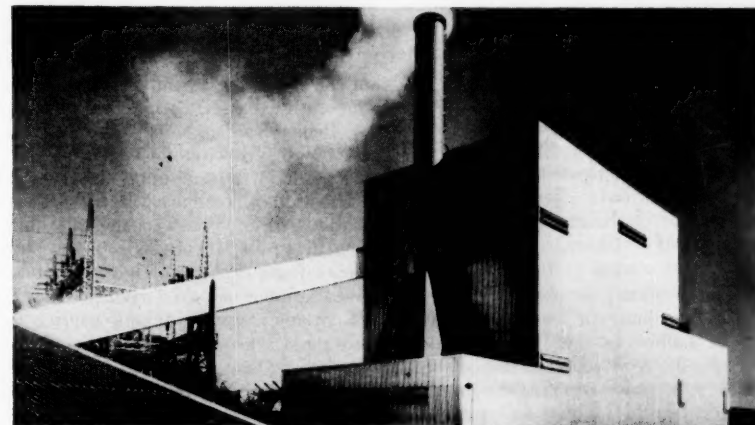
Vepco serves nearly 730,000 electric customers in its three-state area. In the Hampton Roads area, Vepco also serves more than 95,000 natural gas customers in the cities of Hampton, Newport News, Norfolk, South Norfolk, and contiguous areas.



Virginia Electric and Power Company's Yorktown power station is designed to utilize refinery by-products for fuel, including delayed coke, gas and oil. Adjacent to the power station is the Yorktown Refinery of American Oil Company.



Appalachian Power Company's Clinch River Plant went into operation late in 1958. With a capacity of 450,000 kilowatts, the plant is located on the bend of the Clinch River at Carbo, Virginia.



The Northern Virginia Power Company is a wholly-owned subsidiary of the Potomac Edison which is an interconnected system serving parts of four states. The main power generating station of Northern Virginia Power is this one located just outside of Front Royal.

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Vepco, planning well ahead, has joined with Carolina Power & Light Company, Duke Power Company and South Carolina Electric & Gas Company in sponsoring construction by a non-profit corporation of an experimental atomic reactor to produce steam for power generation. The Atomic Energy Commission has approved the proposal. It is expected that the reactor, of the pressure tube heavy water type, will be completed in 1962.

Appalachian Power Company serves over 207,000 customers in 31 counties in western Virginia with economical electric power.

Its service area in the Old Dominion reaches from West Virginia on the north to the North Carolina border on the south, and from almost the tip of Virginia on the west to the Lynchburg area on the east. The company, which also serves over 278,000 customers in 21 counties in West Virginia, maintains headquarters in Roanoke.

During 1958 Appalachian sold a total of 8,299,000 kilowatt hours of electricity. Generating stations in both Virginias produced this electricity, over 95 per cent of it from coal. Most of these plants are located in the heart of the coal fields of the Virginias, and total capacity of the plants is over 2,000,000 kilowatts.

In addition, Appalachian customers have the advantage of the company being integrated with the power systems of the five other operating companies of the American Electric Power System, of which Appalachian is a member company.

AEP-owned or designed plants have been rated the most efficient in the world for the past nine years, and Appalachian plants have been rated most efficient three of those years.

In Virginia, Appalachian operates Glen Lyn Plant at Glen Lyn, with a capacity of 395,000 kw; the Claytor Hydro plant on the New River near Radford, with a capacity of 75,000 kw; and Clinch River Plant on the bend of the Clinch River at Carbo, with a capacity of 450,000 kw. The latter plant went into operation in late 1958.

The company is also proposing to build two dams on the Roanoke River to be known as the Smith Mountain Combination Hydro-Electric Project, with a capacity of 320,000 kw. This project would involve an upper dam at Smith Mountain Gap, 46 miles downstream from Roanoke, and a lower dam, 17 miles downstream from



Oysters are the most valuable product of Virginia's commercial fisheries. The harvest of this and similar boats will reach a wide market. Year after year the oyster crop contributes one half to the dollar value of the seafood harvest.

the upper dam.

The company's West Virginia plants are Kanawha River Plant at Glasgow, W. Va.; Cabin Creek Plant at Cabin Creek, W. Va.; and Philip Sporn Plant at Graham Station, W. Va., jointly owned with Ohio Power Company.

These plants are interconnected by high voltage power lines, and have been built in proximity to the company's major load centers. This fact, the fact that they are located in the heart of the coal fields, and their efficiency of operation has enabled Appalachian to produce low-cost electric power.

Serving the northern part of the state, the Northern Virginia Power Company is a wholly-owned subsidiary of the Potomac Edison System, an interconnected system which serves parts of Pennsylvania, Maryland, Virginia and West Virginia.

The major power-supplying generating station of Northern Virginia Power is the Riverton Plant, located just outside of Front Royal. This plant, plus power from a chain of hydro stations and the interconnected facilities of the PE System, provides ample service to this rapidly growing area of the State. Further service insurance is provided by a transmission line power-loop connecting major generating stations of the West Penn Electric System—"parent" organization of Potomac Edison. Interconnections are also

maintained with neighboring electric utilities.

In the past several years, special efforts have been made by Northern Virginia Power to promote the economic and industrial well-being of the area, by participating with state and community departments in this highly important and highly competitive field.

Two basic transmission companies, the Commonwealth Natural Gas and the TransContinental Gas, bring natural gas into Virginia. All of the major population areas have had natural gas available for industrial users at competitive prices for many years. There has been a continuing extension of natural gas to the smaller urban areas and this extension is still under way.

Harvest From the Sea

The great fisheries off the Virginia Atlantic Coast, in Chesapeake Bay and in the large tidal rivers have always been a rich resource and are today a source of income for six to ten thousand fishermen and thousands of others employed seasonally or year-round in the processing of seafood products. Virginia's catch in 1957 amounted to 380 million pounds valued upon landing at \$20.3 million—perhaps a third of the retail value.

The comparative value of the oyster in Virginia's seafood industry places it at the top year after year as it regularly contributes one-half to the dollar

value of the seafood harvest. Add to this the \$2.5 million value (1957) of crabs and clams, and it is obvious that the shellfish is of paramount importance in the Chesapeake Bay region. A distinctive asset for Virginia lies in the oyster seed beds at the mouth of the James River which, for reasons not entirely clear to marine biologists, produce the finest seed oysters in the world. Until the home market is satisfied none of these oysters are sold outside the state.

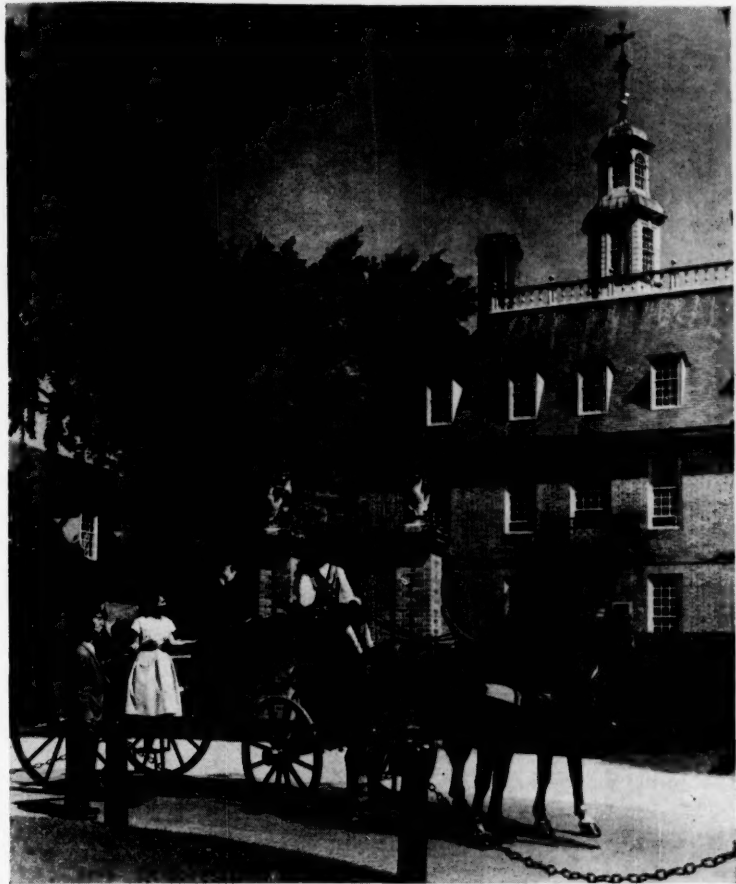
The Virginia oyster harvest is the largest in the nation and furnishes approximately one-fourth of the oysters coming from the Atlantic Coast and Gulf States. The variation in saline content of the water from the ocean areas of Virginia to the inner reaches of the bay makes for considerable variety in the flavor of the oysters. Perhaps the most highly prized is the Chincoteague oyster with its distinctive salty tang—a gourmet item of a high order. Since refrigeration and air transportation have made possible delivery of fresh seafood to distant points, the Virginia shellfish market has extended far beyond the eastern seaboard.

Sea bass, porgy, alewives, croaker, shad and spot are the leading edible fish found in Virginia waters. Increases in recent years have been in the ocean catch of finfish while the harvest dwindled in the Chesapeake Bay. Edible fishes have been outstripped by menhaden, of growing commercial importance as a source of oil, meal and fertilizer material.

Menhaden scrap is a valuable supplement in livestock and poultry feed, while the oil is used largely in paints and varnishes, but recent research has increased the use of this oil in such diverse products as soaps, ink, cosmetics, pharmaceuticals, linoleum and oleomargarine. Menhaden made up four-fifths of Virginia's finfish catch in 1957, with only Delaware and New Jersey exceeding Virginia among the Atlantic Coast States in capture of this species. Processing is concentrated in Reedville, Virginia, where half a dozen plants turn out fishmeal, scrap and oil.

Federal Activities

The enormous increase in federal government activities was one of the most important factors in the dramatic growth of the Virginia economy beginning in the late thirties. In proportion



A Colonial carriage, reminiscent of 18th Century Williamsburg, stops at the front entrance of the Governor's Palace. The palace, home of the royal governors of the Virginia colony, has been reconstructed on the original foundations and faithfully furnished according to inventories of several of its 18th century occupants.

to its population the impact of these federal activities has been heavier on Virginia than on any other state in the nation. In 1957, 24 per cent of the personal income received by Virginians came in the form of government payments, a percentage greater than for any other state.

Though highly concentrated in the Northern Virginia area adjacent to Washington, D. C. and in the Hampton Roads area federal activities are scattered throughout Virginia.

The 160,000 military stationed in Virginia and the approximately 130,000 federal civilian employees living in Virginia, together with their families, constitute a good market for consumer goods and services. This is particularly true since these are relatively high income groups. To manufacturers producing for the national defense Virginia offers a location that

is near the nerve center of the Defense Department and is in close proximity to some of the nation's largest military installations.

Tourism, Big Business

Tourism is big business in Virginia. Geography, which provides the variety represented by seashore, tidal rivers and mountains, the year-round mild climate, the incomparable number of historic shrines, attractions, and natural wonders, the innate hospitality which characterizes the attitude of Virginians toward their visitors and the ever-expanding facilities which have been and are continuing to be provided combine to make Virginia a mecca for tourists.

Because of the number of intangibles involved firm figures are hard to come by. Thoughtful averages of the several



Thomas Jefferson designed and built Monticello on a leveled plateau on the top of a small mountain in Albemarle County near Charlottesville. Leveling of the mountaintop began in 1768 and construction on the house several years later. Because of numerous alterations the house was not completed until after 1809. Preserved in the house and other buildings on the grounds are many of the third President's personal possessions.



Colonel Fielding Lewis built Kenmore in Fredericksburg in 1752 for Betty Washington, his second wife and a sister of George Washington. A great Revolutionary patriot, Colonel Lewis was the most active of the commissioners directed by the Virginia convention to manufacture small arms. The house is an outstanding example of mid-18th Century Tidewater Virginia architecture.

available estimates indicate that more than 30,000,000 visitors come to Virginia each year and that they spend more than \$600,000,000 during their stay in the State. Travel trade thus becomes at least the third ranking industry in the State. Travel expenditures are not localized. It has been estimated that each travel dollar expended affects the over-all economy of the State as follows: Food 28 per cent; Lodging 22 per cent; Gas and Oil 19 per cent; Tires and parts 3 per cent; Retail stores 20 per cent; entertainment and recreation 8 per cent.

Virginians have long been aware of the relationship between tourist development and industrial development. Through the continuing community development efforts of the Department of Conservation and Economic Development, State and local chambers of commerce, Regional and local development organizations, regional and local planning commissions, State and regional travel organizations, they know that what is good for "tourist" expansion is also good for industrial development; i.e., that the type of community which is appealing to tourists is equally appealing to industrialists who are seeking new and more profitable growth sites for their industries. From the recognition of these two facts has come a gratifying upsurge of community development throughout the Commonwealth.

Two illustrations are cited as typical of Virginia's concern for the convenience and well-being of her visitors—Virginians prefer the word "visitor" to the more commonly used "tourist"—: (1) The much copied Historical Markers system, dating from 1937, which makes it possible for the motorist to follow the evolving history of the State from his car and (2) the assurance provided him by the continuing inspection of all lodging and eating places by the Tourist Establishment Sanitation Bureau of the State Department of Health.

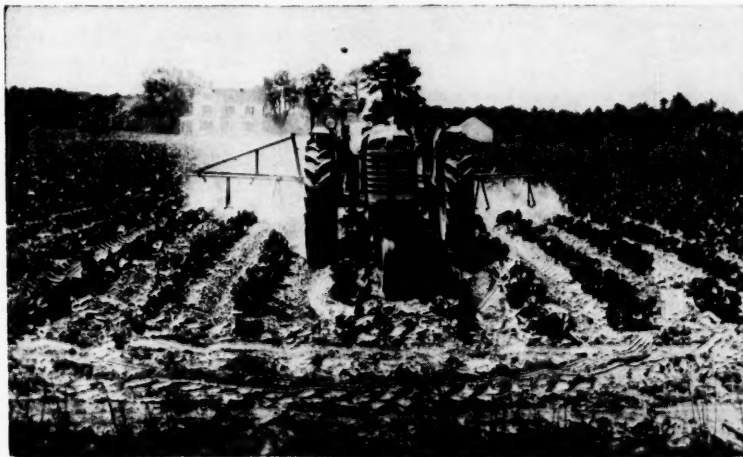
Down the years the Virginia Department of Conservation and Economic Development has sought to summarize their feeling toward visitors to Virginia through three phrases:

You're Welcome in Virginia. That phrase appears on the Department's stationery. It isn't a promotional slogan. It stems rather, from the Virginia heritage of hospitality, whether to the one, two or three-day vacationist or to the management of an industry con-

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Virginia turkeys are prepared for the consumer on an assembly line basis in high production processing plants. In 1958 the state produced a turkey crop valued at \$17,714 million.



Modern insecticides, applied with up-to-date farm machinery, are helping the farmer in age old fight against bugs. The example here of mechanized farming is typical of Virginia's agricultural operations today.

cerned with the location of a new plant in the State.

Facts Favor Virginia. That usage doesn't stem from boastfulness. Virginia has much to boast of from Jamestown forward. When Virginians say "Facts Favor Virginia" they are simply inviting an objective comparison of available advantages, tourist-wise, industry-wise.

Whatever the Season There's Always a Reason to Visit Virginia. That statement means precisely what it says. For every month of the year there is something to do, something to be seen, something to enjoy in Virginia,

whether by transient visitors or those seeking permanent residence. Truly Virginia is a place in which to live and make a living graciously and effectively.

A Strong Agriculture

As agriculture continues to progress from forty acres and a mule to a scientific, mechanized business it offers a wide range of opportunities for new industries to become associated with it. About 20 per cent of Virginia's population actually lives and works on the farm, and a sizable proportion

of jobs in Virginia manufacturing are based on farm products or production of farm supplies.

The variety of Virginia farm crops offers as many opportunities for processing, packaging and marketing agriculture's raw materials as can be found anywhere. Last year (1958) Virginia farms produced these values in the leading crops and livestock:

Cattle	\$ 65,703,000
Hogs	\$43,366,000
Broilers	36,021,000
Turkeys	17,714,000
Eggs	31,823,000
Milk and dairy products	102,159,000
Tobacco	78,708,000
Corn	54,079,000
Hay	58,986,000
Small grains	19,363,000
Peanuts	24,255,000
Soybeans	11,238,000
Vegetable crops	12,551,000
Apples	16,761,000

To these should be added a large share of the forest crop, since 60 per cent of Virginia's forest land is on privately owned farms.

Farming has changed in a generation from an individual enterprise in which the farmer did the entire production and marketing job to a business arrangement in which industries in town supply the farmer, other industries in town process and market his products, and the farmer is able to do a much better job of turning soil, water and sunshine into raw food and fiber. In other words, agriculture has changed to something which might be called agribusiness, a partnership between two businessmen and one farmer to do what five farmers used to do half as well by themselves.

This change from agriculture to agribusiness has had a profound impact on Virginia industry. First, it has provided a steady stream of farm-trained labor no longer needed on the farm. From 1940 to 1955, Virginia's total population increased by 27 per cent while its farm resident population declined by 34 per cent. But this exodus from the farm did not all end up in the city. Many former farmers simply went to the nearest town to go into the business of supplying farmers or marketing farm products.

Scientific farming has produced another steady, conservative source of industrial labor, the small farmer who has too little land and too little capital to make a good living from crops or



Modern storage and handling on the farm are required for Virginia peanuts. Last year's crop of peanuts in the state was valued at \$24.255 million.

livestock, but who is settled in his home and his community. Mechanization has made it possible for him to hold a job in town and farm on weekends or evenings. He shows up in the 1954 Census of Agriculture among the 36 per cent of all Virginia farmers who worked more than 100 days off the farm.

This figure is increasing and will continue to increase as more new industries take advantage of Virginia's appealing combination of predominantly rural atmosphere, dependable labor force and location at the door of a metropolitan market that stretches almost unbroken from Washington, D. C. to Boston, Massachusetts and includes one-third of the nation's population.

Besides providing people to man expanding industry, Virginia has kept pace with other sections in improvement of agricultural products. Virginia feeder calves each year win honors at midwestern fairs and Virginia show breeds hold their own in national competition. The farms and herds of a number of the nation's prominent industrialists are scattered across the Virginia countryside.

Virginia's farmers have shown that they can equal and even exceed Iowa in corn yields per acre. In the past 15 years Virginia has progressed from a state producing only about two-thirds of the milk it consumes to one that produces 20 per cent more milk than it

consumes, including a good half of the milk and dairy products for the nation's capital.

In the past 20 years, Virginia has increased the number of its beef cattle ten times and pioneered in the South's predominance as a poultry producing area. It was in Virginia that contracting broilers, the most advanced of the partnerships between poultry farmers and businessmen in feed companies, hatcheries and processing plants was first originated in the early 1930's, and is today joining her southern neighbors in applying the same principles to production of eggs and pork.

Virginia leads the nation in the production of Beltsville white turkeys, early summer potatoes, kale and orchard grass seed; and is successfully competing with the Midwest as a producer of soybeans, with the Far West as a producer of lambs, and the Northwest and Northeast as a producer of apples. The state ranks third in the production of tobacco and peanuts fourth in sweet potatoes, apples, and all turkeys produced.

In a state that stretches from the sands of the Atlantic Coast to the heart of the Appalachian Mountains, the variety of crops and livestock and of opportunities for associated industries is tremendous. In the sandy loam of the Southeast and the Eastern Shore peninsula truck crops of all sorts are produced. Inland from Norfolk is part of Virginia's commercial corn country,

adapted, too, to the growth of soybeans and that happy combination, peanuts and hogs, which for generations have combined to make the Smithfield ham. Just north on the level lands between the Potomac, Rappahannock, York and James Rivers is commercial grain country. In central Virginia around Richmond and west to Lynchburg in the geographic center of the state, general farming is more prevalent, moving into dairying and then into beef cattle in the rolling Piedmont to the north and tobacco and cotton to the south.

Across the mountains, the Shenandoah Valley runs northward between the Blue Ridge and Allegheny ranges 150 miles from the southwest to Winchester, the apple capital of the East. The Valley is orchard country, but it still produces some of the grain that fed the Army of Northern Virginia nearly a hundred years ago and has become noted as headquarters for the state's poultry industry.

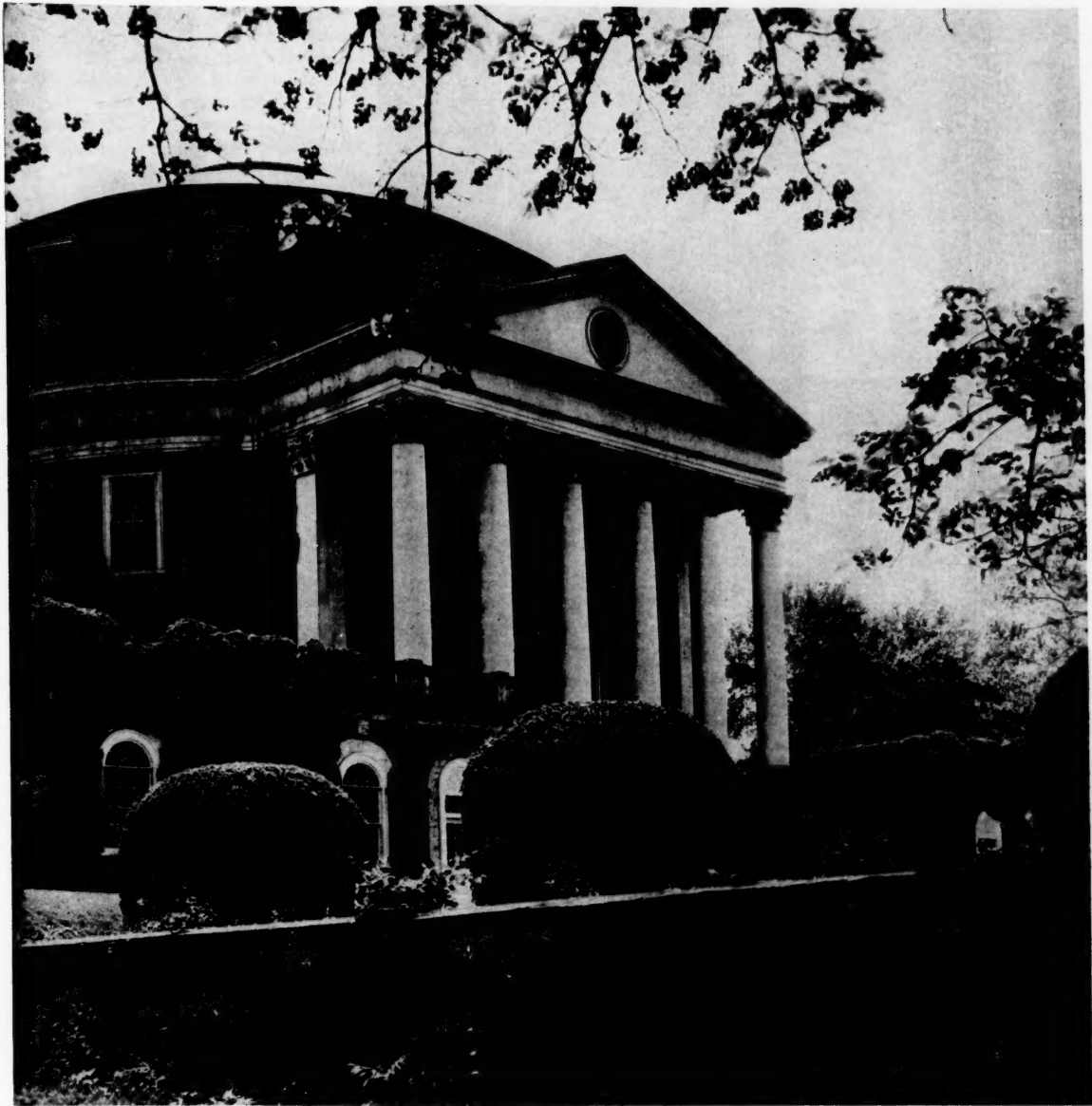
Farther west, the Appalachian valleys produce manufactured milk, burley tobacco and some truck crops, while cattle and sheep graze on the hill-sides.

By the time the first Pilgrim stepped onto the New England shore in 1620, the little colony of Virginia had already tried half a dozen crops and was exporting 55,000 pounds of tobacco a year to England from the great river plantations which are still today the ultimate in gracious living. In early times, agriculture made Virginia the largest and wealthiest of the colonies, and its plantations produced the outstanding leaders of the early republic. Today, agriculture remains as one of the bulwarks of the Virginia economy in a world where vast changes have left unchanged man's ultimate dependence upon the soil.

Virginia's Amenities

During the past 10 years, Virginia has taken significant steps in keeping pace with its needs in the field of public education.

From 1948-49 to 1958-59, public school enrollment increased from approximately 580,000 to more than 800,000. In the same decade, due to the impetus of state and local effort, the total investment in public school property increased almost four times—from \$170 million to more than \$600 million.



The University of Virginia at Charlottesville was founded in 1819 by Thomas Jefferson who was its first rector, and it ranks today as one of the outstanding universities in the nation. Shown is the beautiful rotunda of the institution.

During the 10-year period, the number of teaching positions increased by approximately 11,000, reaching a total of nearly 32,000, and the amount spent in state funds for instruction increased from \$46.461 million to an estimated \$130 million. The average salary from all funds for classroom teachers increased from \$2,146 in 1948-49 to an estimated \$3,900 in 1958-59. During the two years ending June 30, 1960,

the budget appropriation of state funds amounted to \$165 million—more than two and one half times the state money appropriated for the 1948-50 biennium.

New efforts to forge stronger links in the state's public education program are planned for the future. Three basic areas of public education will be affected — high school curriculum, teacher certification and school building construction.

These improvements will mean that the state will have higher standards for its high school graduates, and Virginia will rank among the top three states in requirements for a broad, basic education for its teachers. Also, no state can give greater assurance that its school building requirements offer more opportunity for economy, efficiency and flexibility.



The Great Building of the College of William and Mary, now known as the Wren Building, was erected at Middle Plantation, the site of Williamsburg, in 1695-98 from plans said to have been prepared by Sir Christopher Wren. It is the oldest academic building standing in the United States.

Colleges and Universities

Virginia has 28 universities and four-year colleges; nine special institutions of higher education—medical, theological, and music; 15 junior colleges, and 53 private secondary schools. Of the colleges and universities, 17 are privately operated and 11 are under state control. It is unusual for state institutions of higher learning to be as numerous and as widely distributed as they are in Virginia, but instead of following the usual pattern of one or two state colleges with very large enrollments, Virginia has retained the larger number with smaller student bodies. It is usual for state colleges to be coeducational, and here too Virginia has followed an older, more conservative rule of having some for men and some for women—today there are two state-controlled colleges for men, four for women, and five coeducational.

It is impossible in a limited space to list all the features of all the Virginia colleges; it may be said of the entire group that their histories, traditions of scholarship and academic growth have made them an asset of which Virginia

is justifiably proud. The oldest of them is the College of William and Mary, chartered in 1693 and second only to Harvard among America's oldest colleges. Shaded by trees as old as itself, the "Wren Building" (designed by Sir Christopher Wren) dominates the beautiful campus. On spacious grounds the buildings that have been added over the years have been carefully designed in harmony with the original. In its long history William and Mary has produced an imposing roster of distinguished graduates.

The University of Virginia, founded in 1819 by Thomas Jefferson who was its first Rector, ranks among the outstanding universities in America, and its faculty of more than 200 professors includes many scholars of national repute. In this "atomic age" when scientific training is of growing importance, the University is keeping abreast of other great educational centers in the field of nuclear energy, with laboratories equipped for study of the latest developments, for experimentation and research in chemistry, physics, aeronautics, electronics. The Virginia Poly-

technic Institute at Blacksburg offers a comprehensive range of courses in engineering and agriculture. A new radio-chemical laboratory was opened at V. P. I. in January 1958 and was honored by a grant of \$75,000 from the Atomic Energy Commission for additional nuclear energy equipment.

The Virginia Military Institute at Lexington, founded in 1839, was the first state military college in the nation. Although requiring rigorous military training for its entire student body, the Institute has always placed first emphasis on its academic program. From the beginning it offered a course in civil engineering, and the first industrial chemistry course in the South was offered at V. M. I. Other scientific and general courses round out the curriculum so that the graduate may enter either military service or other fields.

As the colleges have been hard pressed to expand their physical plant as rapidly as student enrollment has increased, the extension services of the College of William and Mary, Virginia Polytechnic Institute and the University of Virginia have been highly valuable. Branches of V. P. I. have been set up in Norfolk, Danville and Richmond offering the first two years of college work, and William and Mary extension courses are available at Norfolk, Hampton and other points in the Tidewater area. The Richmond Professional Institute of the College of William and Mary has become an important unit in Virginia's educational system. Four-year courses, leading to BA and BS degrees in many technical fields, are offered in day and night classes.

The University of Virginia has an even broader base of service beyond the campus in Charlottesville. Through its Division of Extension and General Studies, with seven major extension centers (Northern Virginia, Hampton Roads, Richmond, Lynchburg, Roanoke, Bristol and Central and Western Virginia) the University has provided in-service training for teachers and courses in engineering, business and commerce, and general studies for which credit toward a degree is given.

In engineering the demand for University of Virginia work in Extension is pressing. Through a carefully supervised program offered in conjunction with the School of Engineering, a student may complete in his own or nearby community a substantial por-

tion of the requirements for a bachelor's degree. Graduate work toward the Master's degree in engineering is also offered in certain areas.

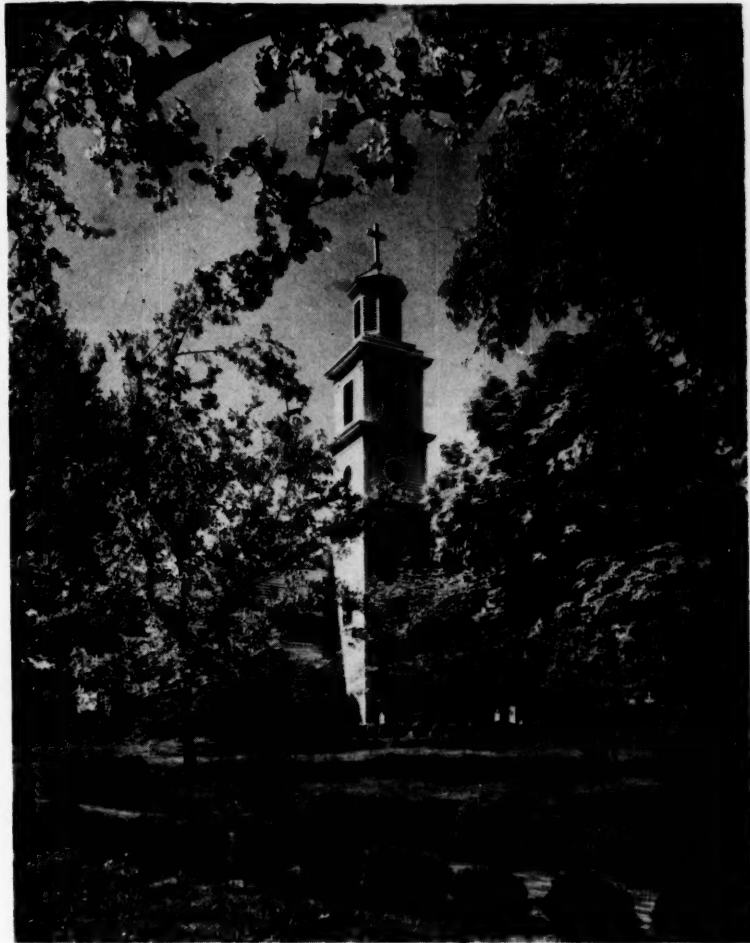
Besides the courses given for academic credit the Extension Division maintains a large program of informal and noncredit adult education. Through the medium of short courses, discussion groups, forums, conferences and television programs adults who have an interest in continued learning for its own sake are offered many and varied opportunities. Study-discussion programs have drawn many adults into stimulating group study and discussion of anthropology, art, poetry, political science, sociology, education and other subjects. On the principle that society will be better if men and women have the opportunity to continue to learn throughout their lives, the University of Virginia makes these services available to the people in all sections of the Commonwealth.

In specialized education, Virginia has two top-ranking medical schools, one at the University of Virginia and the other the Medical College of Virginia in Richmond. The Medical College hospital is the largest general hospital in Virginia. Together with two specialized hospitals it makes up one of the South's most important medical centers, offering unusually broad scope for the study and practice of medicine.

Churches for All

Many churches in Virginia are landmarks of historic interest. The first recorded place of worship was on Jamestown Island, an improvised altar roofed by a small sail fixed between two trees where, in 1607, a small band of colonists gave thanks for having reached these shores after their perilous voyage from England. The building of churches began along with the building of homes, and the Tidewater area is dotted with churches dating back to Colonial days.

St. Luke's near Smithfield, built with bricks brought from England in 1632, is said to be the last pure Gothic structure erected by the English and the oldest English-constructed building in America. St. Peter's in New Kent County was the church of Martha Dandridge Custis, and according to tradition her marriage to George Washington took place there. St. John's in Richmond, built in 1741, is famed as the place where Patrick Henry made



Surrounded by the greenery and blossoms of springtime is historic St. John's Church of Richmond, which was built in 1741. It was here that Patrick Henry uttered his ringing challenge for "liberty or death" to the American colonists.

his most fiery speech against British tyranny; and St. Paul's in Richmond is the "Church of the Confederacy" where General Lee and Jefferson Davis worshipped.

Many of the early churches were Episcopal because the Church of England was the "mother church" while Virginia was a Crown colony. Long before the Revolution, however, churches of other denominations had sprung up wherever the settlers were of the particular faith represented in keeping with the principle of religious freedom that existed in the Colonies. Today the congregation of Virginia churches represent a large percentage of the population, and a newcomer will find the church of his choice in or not far distant from any community

that he selects for his place of residence.

Visual Arts

Interest in the cultural world of fine arts is not confined to urban centers in Virginia but is authentically statewide. The state-supported Virginia Museum of Fine Arts is the foremost agency for bringing the people of the state into contact with painting and sculpture. Though located in Richmond, it reaches into every corner of the 40,000 square miles that make up Virginia. For years its loan exhibits of many types have been going out to hundreds of schools, colleges, libraries and clubs, and since 1954 its unique Artmobile has been on the road.



The Virginia Museum of Fine Arts houses several notable collections of paintings, sculpture and other works of art. The building and collections are valued at more than \$5 million. The institution is the largest art museum in the South.

It takes nearly three years for this trailer truck art gallery to cover the state, visiting about two towns each week and exhibiting a dozen or more paintings selected from the Museum's permanent collection, or an exhibit of sculpture. To foster home talent, the Museum holds a biennial showing of work by Virginia artists and awards scholarships to promising young students. In Richmond it offers continuous exhibits, lectures, sketch groups and painting classes. Every four years an exhibition of American painting is held so that nationwide trends in art can be observed.

But the Virginia Museum is not alone in developing art awareness in Virginia. Effective influences in their own communities are the Norfolk Museum of Arts and Sciences, the University Museum of Fine Arts in Charlottesville, the Randolph-Macon Art Gallery in Lynchburg, the Valentine Museum in Richmond, the Abby Aldrich Rockefeller Art Collection in Williamsburg, the Southwest Virginia Art Center at Wise, and other established galleries. There are frequent exhibits

of student work and paintings on loan at many Virginia colleges and public libraries.

Classes in painting and sculpture for adults and children are offered across the state, some by the University of Virginia Extension Division, the State Department of Education (through the public schools) and many city recreation departments. Work in ceramics, woodcarving, metalworking, textile design and other crafts is also promoted by municipal recreation departments and other organizations. Lively interest in the art of photography flourishes in at least 35 camera clubs in towns and cities, and local and regional competitions and exhibits arouse enthusiasm.

Music and the Theater

A widespread appreciation of good music in Virginia has long brought professional artists on concert tours to all the larger cities and college towns, in many of which the college music departments are community music centers. Members of the teach-

ing staffs are leaders in town music clubs, choirs and orchestral groups and often appear in recital locally and elsewhere.

From the growing number of Virginians who are trained to make music as well as appreciate it have sprung dozens of local music organizations, and music takes on deeper interest when made by home-town or home-state performers. At the top of these home-talent musical organizations are three full-fledged native orchestras, the Norfolk Symphony, founded in 1920, the Roanoke Symphony, founded in 1952, and the Richmond Symphony which had its first triumphant season in 1957-58. All play regular series and youth concerts, with occasional out-of-town performances.

Community choral groups are too many and varied to catalog. They have their own programs and sometimes join with orchestral, dance, dramatic and opera groups in large-scale productions such as dramatic oratorios and festival pageants. There are several opera groups which have been giving light operas and operettas to Virginia audiences in recent years. Devotees of the dance swarm to see professional companies whenever they come to Virginia cities, and in the past five or ten years several local ballet groups have come into existence. Some of the colleges have excellent dance departments.

If interest in music is widespread in Virginia, it is equalled if not surpassed by interest in dramatics. In the forty years or so since the little-theater movement began to sweep the country, Virginia has seen many community groups come and go. Today there are from 25 to 50 of them in cities, small towns, even rural areas, from one end of the state to the other, presenting several plays each year. Some are active in winter, others in summer. A few specialize in plays for children. Many Virginia colleges offer courses in playwriting, production, stagecraft and costuming, and often the college theater becomes a community affair.

Virginia's famous depression-born Barter Theater, state-supported, takes first-class theater to dozens of small towns and cities from September through May and then plays at its Abingdon base in Southwest Virginia from June through August. For an imposing list of actors and actresses Virginia's Barter Theater has served as a

(Text continued on page 77)



The French sculptor Jean Antoine Houson made this statue of George Washington which stands in the rotunda of the State Capitol at Richmond. The only statue of the first president made from life, it is made of Carara marble and is life-size. Surrounding the statue are busts of the other seven Virginia-born presidents and of Lafayette.

VIRGINIA LIVING

*a photographic portfolio of Virginians
and their way of life . . .*



Skyline drive is a smooth and safe highway which runs 105 miles along the crest of the Blue Ridge Mountains and through Shenandoah National Park. This couple is admiring the view from one of the many parking overlooks placed along the drive.

tall mountains...deep



Bathers enjoy the sand and surf at Virginia Beach, popular Atlantic Coast resort near Norfolk, Virginia. The state's beaches provide swimming fun during a long summer season.



Titania's Veil, a marvel of lacework in stone, is one of the myriad beauties of Luray Caverns. The latter have for many years been one of the outstanding tourist attractions in Virginia.

caverns...cool lakes and sea

This is the white sand beach, bathing and swimming area in the 65-acre lake at Douthat State Park. High in the Allegheny Mountains near Clifton Forge, the park covers about 4,500 acres.





How proud can a fisherman get! He got his catch in the Chesapeake Bay area which is considered the principal hatchery for most East Coast striped bass. Although they may be caught at all seasons in Virginia waters, the peak season is fall and early spring.



A good day's hunting can be enjoyed in any section of Virginia, and happy is the hunter when he brings home such a prize as this wild turkey.

a paradise for sportsmen!

Riding trails in Shenandoah National Park are especially popular in autumn when the woods are in full color. This scene is in the Blue Ridge Mountains near the Skyline Drive. Popular with hikers is the Appalachian Trail which is equipped with camping stations at appropriate intervals.



(Continued from page 72)

springboard to success on Broadway or in Hollywood.

Among the newest additions to drama in Virginia is the beautiful theater at the Virginia Museum of Fine Arts, opened in 1955. Equipped with the best technical facilities, it has functioned as a theatrical laboratory and staged productions of highest excellence, making use of local talent under the direction of a skilled producer-director employed by the Museum.

Community-wide cultivation of arts is not confined to metropolitan centers; it can exist in small places too. Three widely separated Virginia towns, all with early American backgrounds, typify such development. There is Williamsburg, which in a highly special but very real sense is itself a museum of fine arts, with its art and architecture, its 18th century music and plays, and its historical drama, *The Common Glory*, now playing its thirteenth summer season to audiences from far and near.

There is Abingdon on the old Wilderness Road, with the Barter Theater as keystone, and community art projects centered in the public library, and the annual two-weeks Festival of Arts featuring concerts, exhibits, demonstrations, and studies in many art fields. Finally, there is quaint Waterford in Loudoun County where year-round activities in music, painting and crafts culminate in the fascinating October exhibition that draws many visitors. Distinctly different as these three communities are, they represent the living interest in fine arts that is constantly growing in Virginia.

Games and Sports

Extending from the Atlantic Ocean on the east to the lofty ridges of the Alleghenies on the west, Virginia has the advantage of sea breezes and bracing mountain air. The mild year-round climate with few extremes of heat and cold enhances outdoor recreation in almost every month in the year. Golf, which perhaps can count more participants as compared with spectators than any other sport, is played on over 100 courses scattered all over the state but tending to cluster around the larger cities and towns.

A good many of these are run by country clubs, and there are few municipal courses. Golf fans in Virginia can see some excellent tourna-

ments each year, often played at the two distinctive resorts, Hot Springs and Virginia Beach, but also on fine courses in Richmond, Alexandria, Charlottesville and elsewhere.

Baseball fans can see games throughout the season in many cities and towns that belong to minor leagues or semi-professional leagues, though Richmond has the only AAA team in the state. As for football, the home-games played in the fall find stadiums filled to overflowing all about the state.

Virginia, long famed for fine horses, has many hunt races and horse shows besides the regular "meets" of the numerous hunt clubs. From 8 to 10 races are annual events in Northern Virginia, some nationally known in sporting circles, with out-of-state entries and visitors; others purely local competitions. The 40 or more horse shows held every year are not confined to the northern "horse country" but are often held at summer resorts and county fairs. Harness races are featured at some of the fairs.

Resorts

There are a few communities in Virginia that are without organized civic recreation programs, and most of them are conveniently close to center of commercial sports events. But everywhere are endless opportunities for "unorganized" recreation. Residents can, if they wish and without any great expenditure of time or money, spend one week end at the ocean and the next in the mountains.

Virginia Beach, Old Point Comfort and the Eastern Shore; Buckroe and Colonial Beach and dozens of other points along Virginia's shores will be found ideal for bathing, boating, water skiing and fishing. In the Blue Ridge and Allegheny regions the outdoor enthusiast can camp, hike, fish, hunt, swim, canoe, watch birds, study wildflowers, have a wonderful time with a camera, or simply relax and enjoy mountain scenery.

One of the most popular national parks, Shenandoah, lies in Virginia. Within it, the Skyline Drive traverses the crest of the Blue Ridge for over a hundred miles and then continues as the Blue Ridge Parkway on down to the entrance of the Great Smoky Mountains National Park in North Carolina. Tourists from afar come to drive along this mountaintop highway

with its vistas of valley and mountains changing with the seasons—the drifts of dogwood on the mountainsides in spring; the shimmering haze of summer over the valleys; the flaming colors of leaves in the fall. Along the parkway and at other places in the George Washington and Jefferson National Forests are recreation and picnic areas, trails for hiking and riding, and camping facilities. All this is almost in the backyard for Virginia residents!

Between seashore and mountains the state maintains nine large parks with overnight lodges, housekeeping cabins, tent and trailer camp and picnic areas, and lakes for swimming, boating and fishing. Other recreational areas have been created by impoundments on rivers, notably Claytor Lake, South Holston Lake and Philpott Reservoir in Southwest Virginia; and Buggs Island Lake created by the building of Kerr Dam on the Roanoke River in Mecklenburg County. Here is a vast lake with 800 miles of shoreline bordering on wooded coves and sanded beaches, ideal for boating and water sports.

Hunting and Fishing

Hunting and fishing opportunities are plentiful in Virginia, varying with the state's three geographic provinces. Since the early days of Virginia history the Back Bay area of the Chesapeake Bay has been famous for its canvas-back, black ducks and coot. Across the bay is Cape Charles and its attendant 80 miles of Eastern Shore made famous over the years for its waterfowl shooting. Here, too, is 200 miles of salt marsh land which is the home of the clapper rail, to be hunted at full moon when the tide is high.

Another Tidewater area is the Great Dismal Swamp. Sprawling over a vast area of wooded land, it affords some of the best deer and bear hunting in Virginia. Deer hunting is becoming increasingly popular in the Tidewater as deer increase in the counties where good cover and abundant food support a heavy deer population.

In the Piedmont section the most popular forms of hunting are quail shooting and fox hunting. Riding to hounds is here a traditional sport ranging back to colonial times. Some of the country's most noted fox hunting clubs are located in the central Piedmont.

Wild turkeys are hunted in the majority of Virginia counties, although

THE VIRGINIA STORY

nowhere are the birds very plentiful. Still-hunting or stalking is the most popular form of hunting turkeys, although dogs are frequently used to flush the birds.

Moving westward to the national forests that lie within Virginia's borders, the hunter may come upon every forest game species found in the eastern United States—elk, deer, bear, turkey, grouse, and small game.

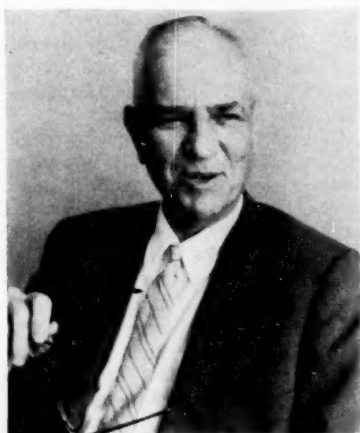
It is in this mountain province too that trout fishing is at its best; there are 89 miles of trout streams stocked from federal hatcheries in the Jefferson National forest alone. Indeed, trout waters can be found in all the mountain counties, with rainbow and brook trout abounding. Some anglers prefer the "natives" found in streams that have not been stocked as offering a keener challenge for the fishermen.

As for fishing in the lowlands, there are varieties of fish in the rivers, lakes and impounded waters to suit every fisherman's taste. And finally, along the 1,500 mile shoreline all types of saltwater fishing, in-shore, surf, or deep-sea can be enjoyed. Virginia's salt water sport fisheries provide valuable recreation for Virginians and contribute to a growing tourist industry.

The Virginia Salt Water Sport Fishing Association, established in 1957, keeps sport fishermen informed about when and where certain species are most plentiful and conducts a fishing tournament that awards citations and trophies each year. Fishing from hired party boats, skiffs, private boats, piers and in the surf, sportsmen catch gray sea trout, croaker, spot, striped bass, channel bass, black drum, cobia, blue fish, marlin and other varieties.

Besides all these opportunities for taking an active part in outdoor pursuits, those who come to Virginia either to live or to visit will find many natural wonders and beauties. The Natural Bridge spanning a deep gorge in Rockbridge County, the limestone caverns of the Valley of Virginia, Mountain Lake at 4,000 feet altitude, the famous Peaks of Otter, Goshen Pass, Natural Chimneys; and Natural Tunnel, a 900-foot cavernous opening through a mountain with a railroad and a stream passing through it to a gigantic arch and amphitheatre where Indians were said to have worshipped; these are some of the better known landmarks.

In far Southwest Virginia the recently developed Breaks Interstate Park overlooks the magnificent canyon of



C. M. Nicholson, Jr., is commissioner of the Division of Industrial Development, Virginia Department of Conservation and Development, Richmond. Under his direction are five industrial agents who do field work with prospective plant builders to help with locational problems.

the Breaks of the Cumberlands. In the same area is Cumberland Gap National Historical Park, partly in Virginia and extending into Kentucky and Tennessee. From The Pinnacle parts of several states can be seen, and the old Wilderness Road traveled by Daniel Boone in 1769. This was the main artery of the great trans-Allegheny migration which won the Northwest Territory and extended the western boundary to the United States to the Mississippi River.

History comes to life in Colonial Williamsburg, Yorktown, Mount Vernon, Monticello, Stratford, Kenmore, Wakefield, Appomattox, the Stonewall Jackson House, Woodrow Wilson's birthplace, and countless other historic churches, homes and battlefields. Every spring "Garden Week" attracts thousands of visitors to Virginia's historic houses and charming gardens, many of which are open to visitors the year round. Among beautiful public gardens are Maymont in Richmond and the Norfolk Municipal Garden, noted for its azaleas and presenting a year-round cycle of flowers on its more than 80 acres. Through the year shows for all varieties of flowers are staged in Virginia cities and towns.

As for "festivals," these begin in the springtime with the Apple Blossom Festival at Winchester. Then follow the Azalea Court of Norfolk, the Lotus Festival of Virginia Beach, the Water Festival at Claytor Lake, the Apple Harvest Festival at Charlottesville, and to close the season, the Tobacco Festival at Richmond. The festivals follow much the same pattern, with parades,

queens, princesses, balls, band concerts, street dances, exhibits and contests, pageants and revues, baseball or football games. All draw thousands of enthusiastic onlookers and participants.

Other distinctive annual events are the Wild Pony Penning on Chincoteague, the 135-year-old jousting tournament at Natural Chimneys, the Dog Mart at Fredericksburg, various regattas and sailing races, the two-week Festival of Arts and Crafts at Abingdon, and several big fiddlers' conventions. Then there are innumerable county fairs and the annual State Fair at Richmond.

In short, there are so many things to see and to do in Virginia that the problem is not to find sources of recreation but how to choose from the multiple opportunities that mark every season of the year.

Virginia's I.D. Team

Some 40 industrial specialists representing eight railroads, two electrical utilities, several regional industrial commissions, two state government agencies, and one private agency compose the state's principal industrial team. They aid communities in making economic surveys, solicit industrial prospects and stand ready to handle requests for specific information and site-inspection tours.

Many others are working directly or indirectly to attract new industries to Virginia, most notable among them being 104 local chamber of commerce and 40 or more local industrial development corporations that are engaged in industrial development activities.

In its 1958 session the Virginia General Assembly passed a bill designed to give a new approach to the state's program of industrial development. Provision was made for reorganizing the board of the Department of Conservation and Economic Development as a means of stressing industrial development. A former board of thirteen members was replaced by a board of nine, and the new board was set up as a policy-making body in contrast with the former board which had been designated to serve in an advisory capacity.

An appropriation of \$450,000 was made for each year of the biennium for tourist advertising and industrial advertising and promotion. Toward the end of the year four industrial agents

were added to the staff of the Division of Industrial Development, making a total of five under the direction of the Commissioner of the Division. Most of the time of the industrial agents is devoted to field work—making contact with industrial prospects, visiting suitable plant sites with representatives of industries seeking a location, and assisting localities in planning for industrial expansion.

In the Research and Information Section a program has been set up scheduling studies to be made of specific industries which would be fitted to conditions in Virginia, whose needs could best be supplied by the geography, climate, and natural and human resources of the State. A system of reporting new industries and plant expansions quarterly was begun so that those concerned with industrial growth might have a current index of the actual state of affairs in this field.

Economic data summaries for each county and city in Virginia, prepared for ready reference several years ago, are in process of revision to include further data which will round out the information already compiled. Two analytical area studies to determine what industries would fit into these areas have been undertaken.

Grass Roots Program

Since about 1950 the over-all program for promoting industrial development has been supplemented by a grass-roots movement in communities throughout the State to organize groups (for most of them "development corporations" would be a misnomer) whose purpose is to see to it that their community has something tangible to offer incoming industry.

Some have erected plants which they have disposed of on a lease-purchase basis to a manufacturing firm; some have built a plant to specification; others have raised funds locally to finance, or help finance, the setting up of an industry or a major expansion. Other services outside the realm of financing have been securing extension of town facilities (water and sewerage) to plant sites, recruitment of labor, arranging of training programs for prospective workers, and last but not least, making available the detailed information so essential to a manufacturing plant in coming to a decision about a site.

The first few of these industrial de-



This recent meeting of the Virginia State Chamber of Commerce points up the cooperation of many agencies, businesses and other organizations in giving all possible aid to industrial development.

velopment groups were organized in the late 1940's, by 1953 a dozen were in operation. Year by year the number has increased, and today there are at least 40 in the State now functioning and possibly a score of others which have been organized and may go into action when the occasion arises. On the whole, they have a creditable record of achievement in bringing industry to their communities and cooperating with other agencies seeking to place new plants in Virginia. Besides the community or county-wide organizations, five regional industrial development agencies have been formed to serve the Tidewater, Roanoke Valley, New River, Northern Virginia, and Richmond areas.

Another local enterprise that is growing is the development of industrial districts or parks. These extensive plots of land carefully planned to provide water, sewerage, fuels, loading areas, parking areas, roads and railroad service for multiple industries are more and more desirable as cities and towns grow and planning and zoning become an all-important part of community development.

Industrial parks, with two or three industries already established and sites for others to come have been developed at Alexandria, Bristol, Clifton Forge, Colonial Heights, Lynchburg, Newport News, Norfolk, Portsmouth, and Richmond. Land has been purchased and plans made for industrial parks at Blackstone and in Prince George County just south of Petersburg, and a second one for the Alexandria area. No doubt other Virginia communities will grasp the opportunity

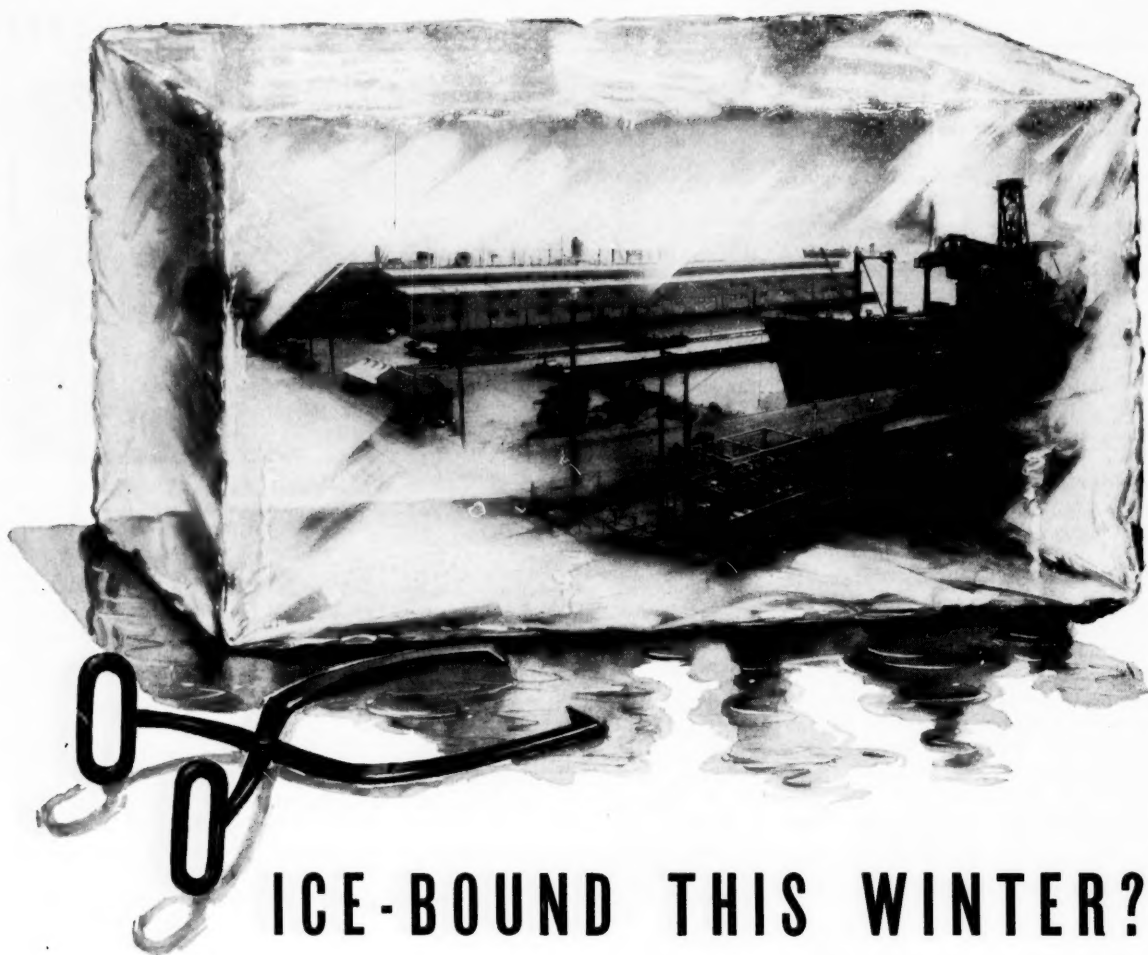
to develop these ideal plant location areas while land is still available—or becomes so through modern planning and zoning.

Statewide I.D. Corporation

Interest in the organization of a State-wide industrial development corporation has been gaining ground in Virginia during the past few years, and such a corporation now appears to be on the verge of realization. The experience of the New England States, where the idea originated in the early 1950's, and of other states where these corporations have been more recently formed seems to confirm their usefulness as part of a state's financial structure.

Financed by the sale of stock and by loans of capital from member banks, insurance companies and other financial institutions, the state-wide corporation would make available risk capital for sound enterprises that for one reason or another do not meet the requirements for conventional long-term credit. The central agency would supplement the efforts of the local development corporations in cases where adequate financing is beyond the scope of community resources.

Governor Almond has indicated that he is in favor of enabling legislation to create a Virginia state-wide industrial development corporation, and the Virginia Bankers Association has signified its support "in principle." Preliminary legislation has been drafted and the question will be brought up at the 1960 session of the General Assembly.



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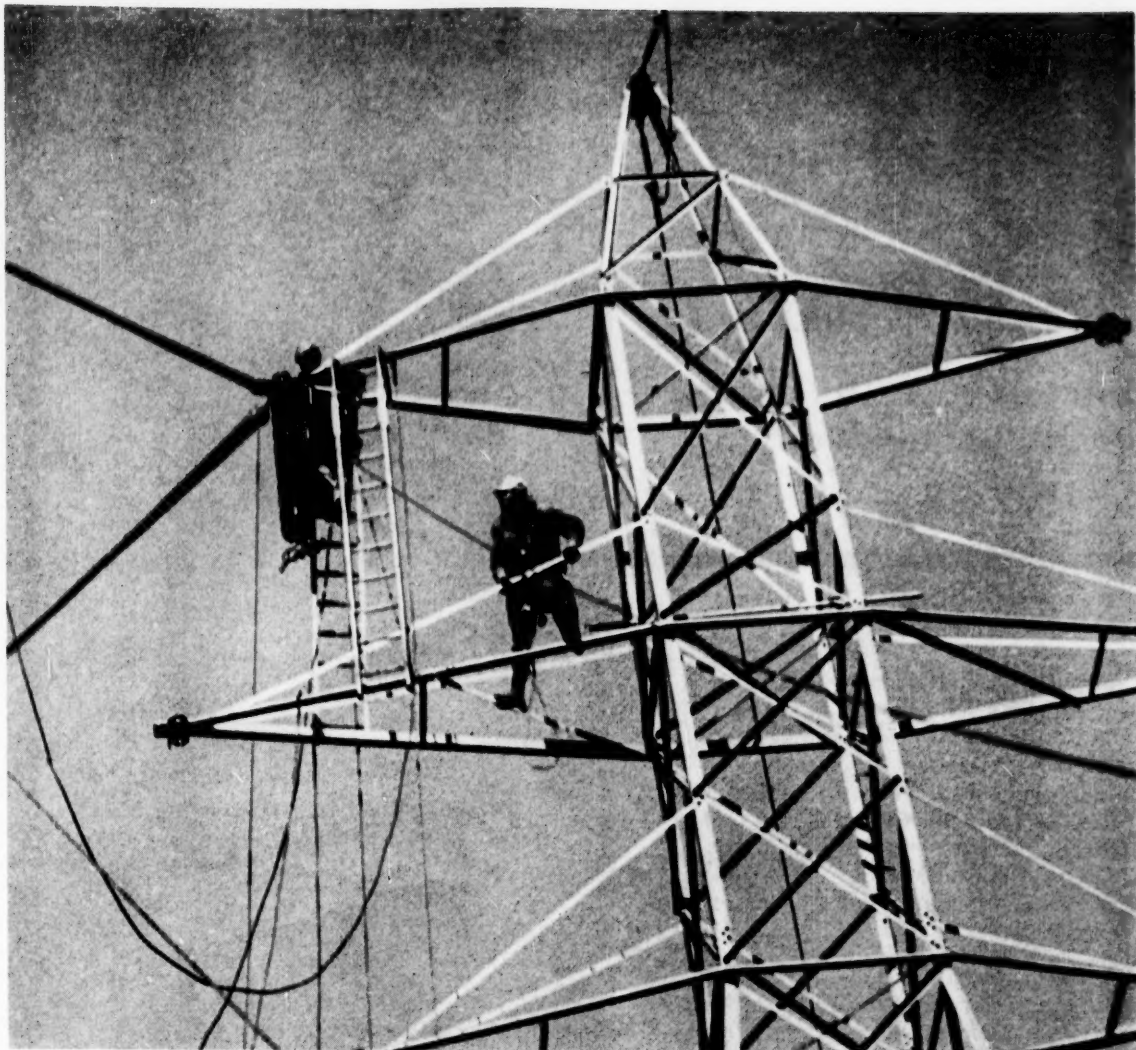
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FOR COMPLETE SITE FINDING SERVICE, that is also completely confidential, please feel free to call on VEPCO. Maps and data on hundreds of available sites are on file in the Area Development Department. More than 100 economic studies of key communities and regions are at your disposal. And the Department gladly undertakes special surveys to find sites that fit your specifications. Telephone, telegraph or write

Clark P. Spellman, Manager, Area Development

VIRGINIA ELECTRIC and POWER COMPANY

Electric Building, 7th and Franklin Streets, Richmond 9, Virginia, Telephone: MILton 9-1411

Power for progress throughout half a century.



Cover the Southeast

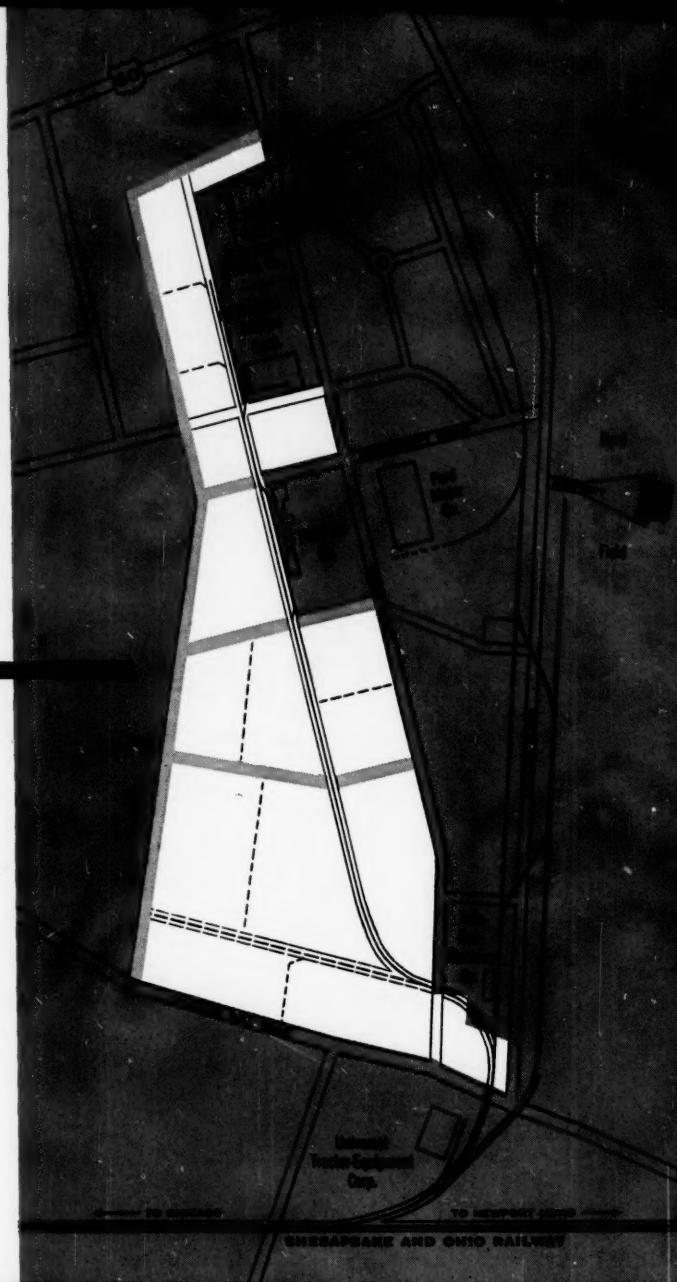
from this
convenient location
in Virginia

Richmond, Virginia, with its radiating network of rail lines and highways, is the logical distributing point for the fast-growing Southeast. And the Airport Industrial District is the logical location in Richmond. Such companies as Ford Motor, Allis-Chalmers, Universal Tractor-Equipment, Flintkote, Intra-Roto Machine and General Motors have chosen it as their distributing point for the Southeast territory.

Transportation: On the mainline of the C&O with fast, direct service to the Midwest. Spur tracks are installed as indicated and others will be built when needed. Only 70 miles to the convenient and economical Atlantic Coast port of Newport News, with frequent sailings to all parts of the world. The District adjoins Byrd Field, Richmond's commercial airport.

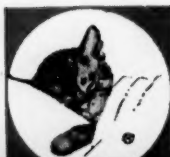
The Industrial District covers 200 acres, level and well drained, with all utilities available. It is only five miles from downtown Richmond.

Come visit the thriving Virginia area soon. You'll like what you see. For full information about this Industrial District and other available sites in Virginia write or phone: Wayne C. Fletcher, Director of Industrial Development, Chesapeake and Ohio Railway, Huntington, West Virginia—Phone: JACKSON 3-8573



RICHMOND AIRPORT INDUSTRIAL DISTRICT

- and Installed Tracks
- Proposed Industrial Tracks
- Existing Highways
- Proposed Access Roads
- Proposed Lot Lines



Chesapeake and Ohio Railway

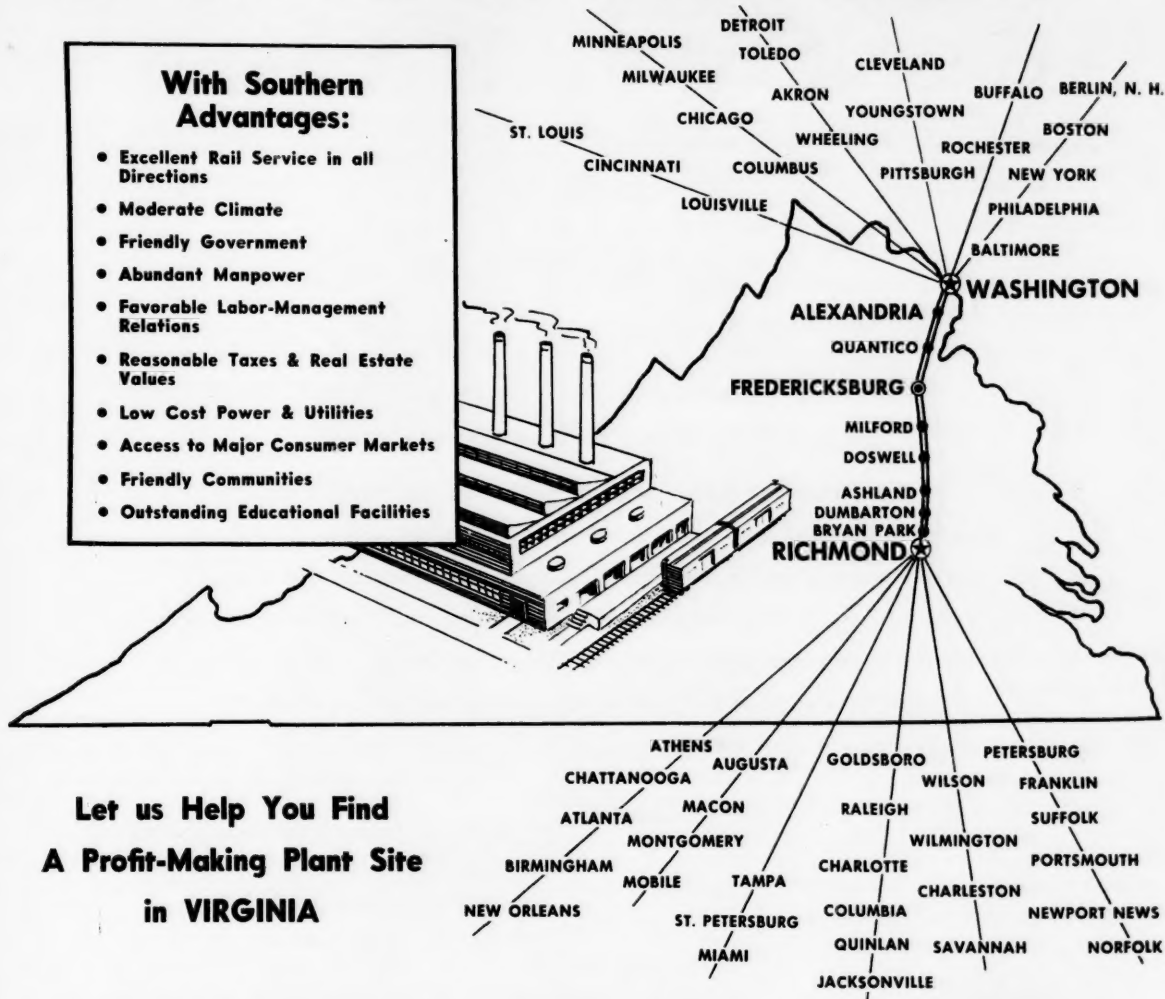
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A Profit-Making Plant Site
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Confidential, Personalized surveys without obligation

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ACKNOWLEDGEMENT

The telling of the Virginia Story, the story of Virginia's many advantages for industry, is truly a cooperative undertaking.

The Division of Industrial Development of the Virginia Department of Conservation and Economic Development appreciates the cooperation of the Virginia State Chamber of Commerce, utility and railroad companies serving Virginia, local chambers of commerce and industrial development groups, local governing bodies, and citizens. An inquiry to any one of these brings you the best efforts of all. We really mean it when we say, "You're Welcome in Virginia."

Division of Industrial Development
Virginia Department of Conservation
and Economic Development
Richmond, Virginia

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Industrial Development

THE 1960 SITE SELECTION HANDBOOK and plant location guide

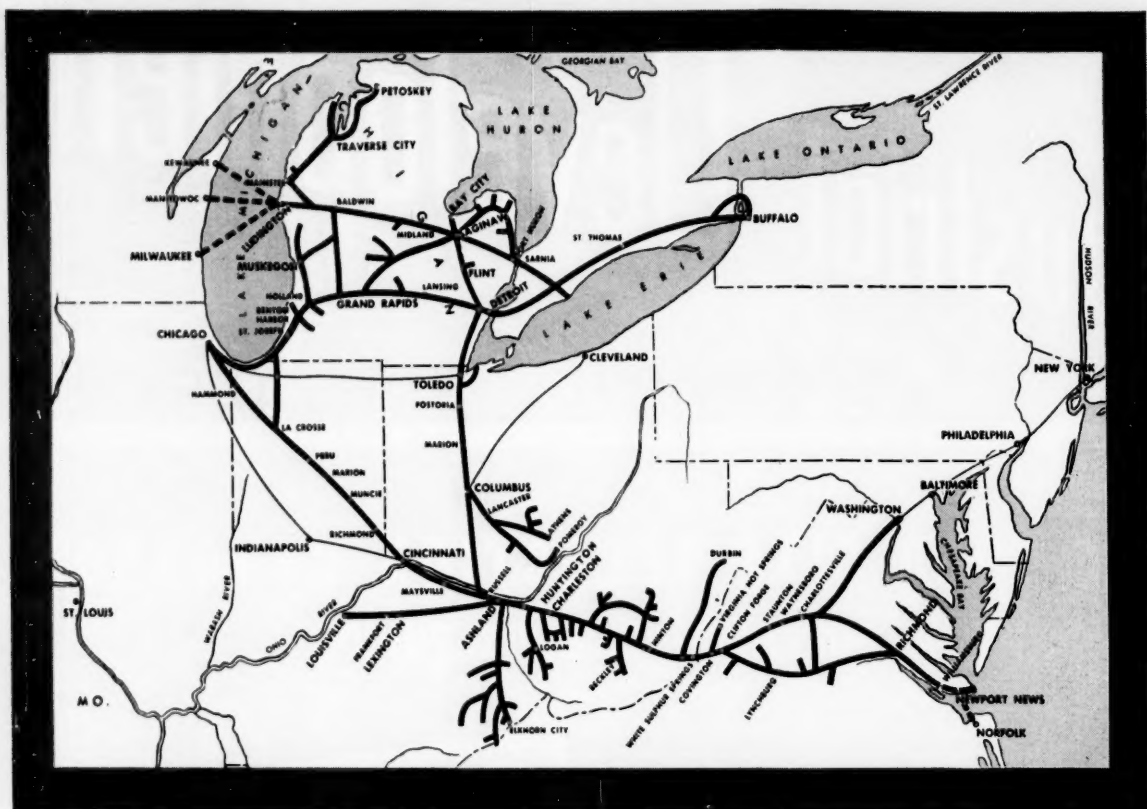
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Ask the experts

The people of Chesapeake and Ohio's Industrial Development Department know their territory. They know its history, its geography, its economics and its people. The C&O staff includes experts on marketing, transportation, raw materials, taxation, labor, water and geology. When you are looking for a site, this organization stands ready to give you every possible assistance.

Write for new booklet describing industrial resources and opportunities in C&O territory. Address: Wayne C. Fletcher, Director of Industrial Development, Chesapeake and Ohio Railway, Huntington, West Virginia.



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We in Monroe are most anxious to tell you of the rare combination of industrial advantages which our area offers. It's rich in natural resources—in agriculture—in manpower—rich in its supplies of dependable natural gas—and all of our people will be happy to have you.

W. L. Howard
Mayor

We invite you to investigate the advantages of Monroe Industrial Park.

Write, wire or call

MAYOR W. L. HOWARD

City of Monroe
City Hall
Monroe, Louisiana
(Fairfax 2-9934)

OR

JAMES S. WILLIAMS

Executive Vice President
Monroe Area Industrial
Development Corp.
P. O. Box 1284
Monroe, Louisiana
(Phone Fairfax 2-7594)

YOUR 1960 OUTLINE

By **H. MCKINLEY CONWAY, JR.**

Editor and Publisher

AT the last board meeting, your directors agreed that your company is going to build another plant. Establishing the new unit is your responsibility.

Sounds like fun, doesn't it? You have an opportunity to create something new, to incorporate your ideas into a project which can mean a great deal for your company, your employees, and for the citizens of some community. You're going to tackle the assignment with vigor and enthusiasm.

This is going to be a fascinating but, by all odds, new experience for you. Even though yours is a fast-growing firm, big new units are added only occasionally. The last plant project was handled by the fellow you succeeded.

To put it bluntly, you have a lot to learn. You may be a whiz at coping with the ordinary management problems of your firm, but when it comes to planning and locating a new plant, you're strictly a novice. Right away, you face your first decision: are you going to "play it by ear" or are you going to do a systematic, professional job?

On one hand, you can assume that the company expansion pattern is all

set and simply do the obvious. You can locate the branch plant at City "X" because the branch sales office is there, or because the Chairman of the Board lives there, or because you've heard that it's a "fast-growing area". You can find a dozen superficial reasons to justify selection of almost any spot.

On the contrary, you can decide right at the outset that you're not going to assume anything—you're going to investigate every conceivable factor and come up with a decision that is just as precise as available data will permit. You're going to assemble facts to support every recommendation. You're going to plan and plan and plan.

This sounds like a lot of work. Is it worth it?

People who've learned the hard way will tell you it's worth every ounce of effort you can put into it. Some years ago a DuPont executive made this classic comparison: "locating a new plant is like getting married—you're making a decision you have to live with the rest of your life—correcting a mistake can be expensive and em-

barrassing".

Another expert says that in selecting the right site for your plant you can place your firm in position to enjoy a cost advantage of as much as 10 percent over your competitors. How else can you gain such an advantage? Still another expert says that the typical firm pays a penalty of 10 to 25 percent of the cost of new facilities through inadequate planning!

There's your answer. In establishing a significant new unit, you may hold the competitive fate of your company in your hands. Sure, you can enjoy the process, but you can't take the responsibility lightly.

You'll be on safer ground if you adopt a systematic approach from the very start. How much time did the Board give you to establish the new unit? Anything less than a year is a hurry-up job. Two years of intensive planning is better. And, the experts of the nation's major growth firms tell us that an average of three years elapses from the time a new project is first discussed until ground is broken.

You need to decide, also, whether you are properly organized to do a

FOR EXPANSION

Assembled here to help you in your planning is the most comprehensive presentation of site selection factors yet released. In addition, your new Site Handbook contains a bibliography of all the important reports that have been carried in Industrial Development since its inception, plus listings of more than 9,000 industrial development organizations operating, at local, area, state, regional and national levels.

sound planning job. A common mistake is to have everybody involved in the new project, with no one carrying the ball. It's just as bad to have the project handled by one man who doesn't communicate with all of the various departments which have a stake in the new unit.

Here, you can benefit from the experience of several hundred top firms which have devoted considerable thought to setting up organizational structures ideally suited to expansion planning.* How you should organize depends on the size of your company and the scope of its operations. But there is one vital requirement: *you must have at least one man to whom the overall responsibility for expansion planning is clearly designated.*

In the very small firm, any official or department head, depending on aptitude, may be designated as planning coordinator, devoting a part of his time to the new project. In the medium-sized firm, a well-qualified man should be designated Director of

Development and assigned full-time to expansion planning. In the larger firms, there is an entire department devoted to this vital function.

Now, let's assume that you are this man—the coordinator of development, or what have you. You're carrying the ball on the new branch plant.

Your first move is to learn as much as you can as easily as you can. You'll find there is a substantial amount of literature on the subject. Check the back numbers of INDUSTRIAL DEVELOPMENT in your library, and don't overlook the book reviews and publication abstracts in each issue. The cumulative index which appears on page 104 will be helpful. Look up the three earlier editions of this annual SITE SELECTION HANDBOOK—each contains some material not repeated in others.

Early in the game you need to begin setting the general specifications for your new location. What are your basic economic requirements? What kind of community will interest you? What kind of site will you need?

It won't take long to discover that the needs of industrial firms vary greatly. What's good for one company

may not be acceptable for another. For example, there are the process industries which must be situated on a large source of fresh water. All sites except those on major streams may be ruled out.

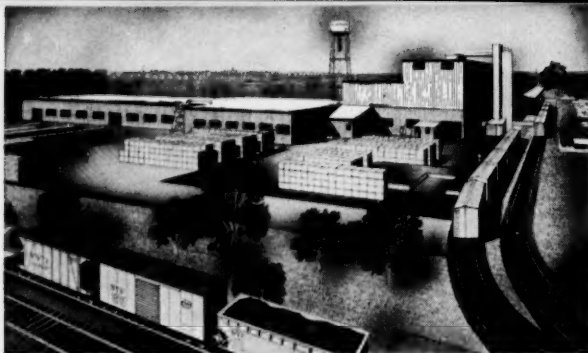
A large percentage of branch plants are market-oriented, being concerned primarily with their ability to serve a certain market. Another large group are labor-oriented—availability of labor is paramount. Then there are the materials-oriented group which must be located at a source of minerals, forest products, or agricultural items.

Still another group—including aluminum as a prime example—are energy-oriented. They must locate near large supplies of low-cost electric power, coal, oil, or natural gas.

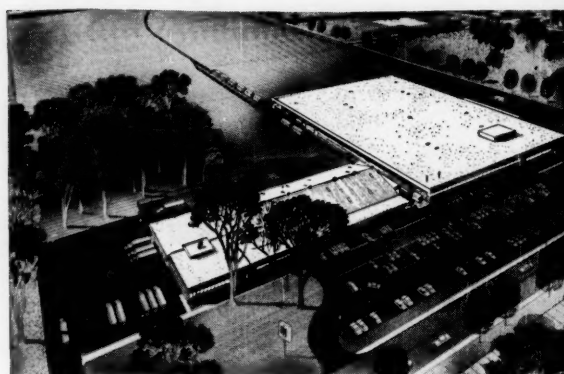
Many units are "satellites" of bigger plants. For example, a casting plant may locate next to a primary metals smelter. Many chemical plants locate across the fence from a major supplier or customer.

Some of the newer technological activities are research-based. They choose locations near major research laboratories, universities, and concentrations of scientific personnel.

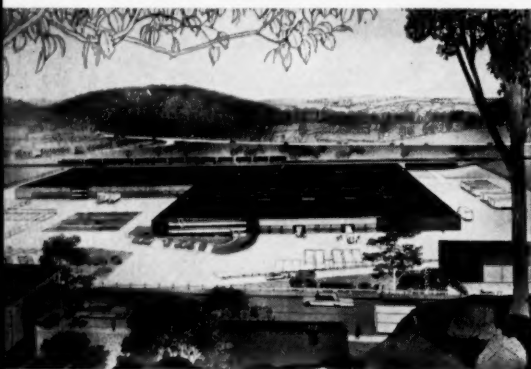
* See "Company Organization For Expansion Planning," INDUSTRIAL DEVELOPMENT, May 1959.



"JUST WHAT WE NEEDED" replies The Flintkote Co. to the Central's suggestion for a new Insulrock building products plant in North Judson, Ind.



"SUITS US JUST FINE" says International Harvester of the site recommended by the Central for a new Columbus, Ohio parts depot



"CHECKS OUT O.K." says Grand Union of Mt. Kisco, N.Y. site for new metropolitan depot located with help of the Central



"FINE LOCATION" says Rockwell-Standard of Mishawaka, Ind. site for bumper plant found with the Central's help

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LARGE OR SMALL, makes no difference. Companies of all sizes find the New York Central Plant-Site Consulting Service can help them spot worthwhile locations for new plants.

The New York Central can help you too! After making a thorough study of your requirements, the Central can draw up plant-site appraisal reports specifically tailored to your type of operations . . . assemble the necessary acreage . . . and

enlist local co-operation for your project!

If you are still at the "we're just looking" stage, you'll be interested in the fact-filled guides on plant-site availabilities in key markets which are also available without charge as part of the Central's plant-site service.

Whatever your needs, write: Mr. Otto W. Pongrace, Director of Industrial Development, Dept. 1 New York Central Railroad, 466 Lexington Ave., N. Y., N. Y.

Plant-Site Opportunities illustrated brochures available:

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6. Chicago
7. Cleveland
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Large or small, there's a "Central" location on the modern 11,000-mile rail network of the New York Central System that meets your plant requirements.



EXPANSION OUTLINE

A few very fortunate industries are "foot loose and fancy free". They are not tied to any particular spot by economics or engineering considerations and can select any section of the country as a possible location. Obviously, these firms have the greatest opportunity to select an optimum site.

For most firms, location is a highly-complicated compromise. While there may be a dominant factor, there are many secondary factors which enter into the equation.

For example, a pulp-and-paper mill must have a large supply of water. This eliminates all sites except those where adequate water is guaranteed. Throughout the whole country there may be only a few hundred locations where there is enough water for such a plant.

But a pulp mill obviously must have trees, so all sites except those which have both water and trees are eliminated. Next, a pulp mill must have transportation, so we eliminate other sites. Finally, when all factors are considered, we find that there are a relatively small number of good locations for such a project.

The same process, in great depth, must be followed in finding the best location for any industrial activity. There are general factors to be studied at national and regional levels. These comparisons will indicate the region in which the unit should go.

Next, there are studies at the state and local level, which lead to the selection of a community. Finally, there are studies of specific tracts of land which will indicate which site within a given community may be best. For convenience, ID's summary of location factors has been regrouped this year to fit more nearly the actual study sequence you will follow.

General Factors

1. Markets

Market trends—Familiarize yourself with increase in home ownership, rise in education level, percentage of people on salaries, increase in discretionary income, proportion in older age brackets, the farm-to-city shift, suburban growth, and increase in the life span. How do these factors affect you?

Competition—In effect, you must conduct a plant location study both for your firm and for your competition. Where are competitors located? What will they do to counter your proposed

A Message to Executives Seeking a New Plant Site



Check these 3 Important Plant Location Advantages in

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100% FINANCING FOR YOUR NEW PLANT

Complete financing for Lease-Purchase of a new plant, with interest as low as 2% and deferred amortization on half of the project cost, is available under the "Pennsylvania Plan." You specify plant construction details or choose one of the plant "shells" ready for completion. You select either purchase, lease-purchase or straight leasing, all available at highly attractive terms. And you have the further advantage of hand-picking the type of community that best suits your requirements.

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Check the facts on Pennsylvania's present tax structure. Local property taxes are among the lowest in the nation. Machinery, equipment, and inventories are exempt from property taxation. There is a manufacturer's exemption to the state capital stock and franchise taxes. There is no state personal income tax. Production materials and manufacturing machinery are exempt from the sales tax. Manufacturers find a favorable and competitive tax situation in Pennsylvania.

PLANT LOCATION SERVICES

A staff of experts is immediately available to help you make a complete and comprehensive plant location survey. These engineering and economics specialists are prepared to serve industry, engineering firms, management consultants, and industrial realtors with fully detailed plant location data, covering every conceivable factor that could enter into your decision on a new plant site. For full details send for "Plant Location Services"—a free booklet covering these available facilities.

Investigate the potentials of a Pennsylvania plant location now! Write for:



- ★ Facts on "100% Financing For Your New Plant in Pennsylvania"
- ★ Full details on Pennsylvania's Improved "Tax Climate"
- ★ "Plant Location Services" Brochure
- ★ Current listing of available industrial buildings and sites
- ★ Special reports and tabulations covering—Labor, Markets, Transportation, Materials, Minerals, Water, Power, Fuel, Engineering Facilities, Taxes and Community Data

Address Inquiries to:

PENNSYLVANIA DEPARTMENT OF COMMERCE

South Office Building • 515 State Street, Harrisburg, Pennsylvania
Telephone: CEdar 4-2912

MEET A MAN WHO CAN HELP YOU DECIDE!

Here you see a member of our Industrial Development staff introducing an industrial prospect to the local Plant Manager of a factory. The prospect may or may not care to identify the company he represents. It makes no difference. The Plant Manager knows that his visitor comes well recommended or we would not have introduced him.

Chances are, after this introduction our representative will temporarily bow out of the picture. He wants the visiting industrial prospect to hear unbiased, straight-from-the-shoulder comments about the region from the man most qualified to give them—the manufacturer who is already there. Many pertinent questions about the availability and quality of labor, community attitude, tax rate and other vital factors that go to make up the “industrial climate” of an area will be frankly asked and just as frankly answered.

How does the industrial prospect feel about this? Here's what one prospect recently wrote to us after spending several days with one of our Industrial Development staff: “I can't tell you how much I appreciate your very great kindness and splendid assistance received from the Southern Railway representatives as a whole. Without your help I could have been wandering around wasting a lot of time and not getting very far.”

Why not let our Industrial Development staff help you make *your* plant-site decision? You'll find industrial opportunities are unlimited when you . . . “*Look Ahead* — *Look South!*”

Harry A. DeBatta
President

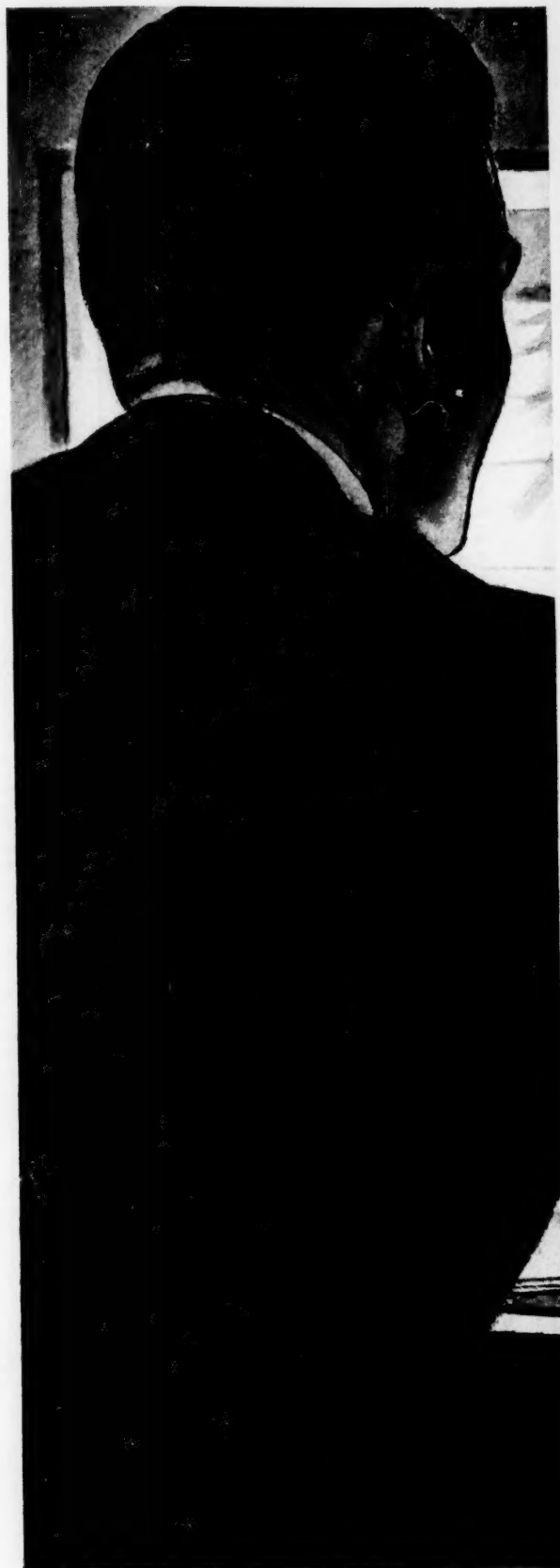


SOUTHERN RAILWAY SYSTEM

WASHINGTON, D. C.

THE SOUTHERN SERVES THE SOUTH

**ALL AMERICA IS GROWING—BUT THE FAST-GROWING
YOUNGSTER OF THE “FAMILY” IS THE MODERN SOUTH!**





EXPANSION OUTLINE

new unit? Where are they likely to locate? What new competition may enter the picture? Study your sales record by areas, predict future share for each competitor.

Consumer characteristics—For each region you have under consideration, study such basic factors as average family size, auto registration, home ownership, occupations, product preference, TV ownership, and daily paper readership. Check seasonal fluctuations.

Population—Gather population data, including age, sex, race, education, urban, rural, and institutional. Predict future growth.

Industrial Markets—Assemble state and local industrial directories and check input-output data for region carefully. List activities by SIC numbers. Study growth industries with special care.

Regional Comparisons—Study special factors affecting markets such as: effect of water hardness on detergent sales, effect of climate on air conditioner sales, and the effect of winter on sales of snow removal equipment.

Areas—In each area it is necessary to study logical boundaries of markets, check county business patterns. Study metropolitan areas and the local shopping patterns. Don't overlook marketing areas crossing political boundaries.

2. Labor

Relocation—If you are proposing to move a plant from one location to another, check possible action of union at present plant. Study the cost of terminations and the cost of re-employment.

Testing Techniques—Consider systematic, scientific methods for recruiting new workers such as: biographical inventory, intelligence tests, aptitude tests, performance tests, personality tests, vocational interest tests, psychological tests and interviews.

Personnel Policies—In staffing the new plant, have you extended trial periods and established seniority rules? What about planned procedures for promotions? Have you explained the basis for transfers?

3. Materials and Services

Major Raw Materials—Check for location and availability of raw materials. What about competition for materials?

What is the long-term production outlook? Check the delivery schedules and the possibility of interruption.

4. Transportation

Location Economics—A number of factors are to be considered in the transportation picture. Primary among these is location. Should your plant be located at the source of materials, at the market or should you consider an intermediate location? What is your annual tonnage of various items, proximity vs. accessibility, congestion and traffic density. What are the transfer costs, packaging costs? What are the characteristics of the product? Study duties and tariffs.

Rail Transportation—General—Familiarize yourself with basic principles and nomenclature such as groups, classification territories, ratings, exceptions, commodities, carload rates, carload minimums, less than carload and demurrage.

5. Government and Legislation

Check possible influence of Federal activities on your location decision. Examples: national defense-dispersal requirements, incentives offered in distressed areas, special consideration in contract awards, Federal construction programs.

6. Financing

Analyze Requirements—Would your business be in a better financial position by leasing or buying a building? What about purchase lease-back? Is a new building necessary or should an existing structure be considered? What is the working capital situation? Consider the effect of your new plant on your tax picture and the extent of the payout time.

Sources of Funds—How is the plant to be financed—through company funds, sale of stock, short-term bank loans, long-term loans, or mortgage from private sources? Would it be feasible to pool institutional funds? Also to be considered is borrowing from an affiliated firm or from a supplier, from an insurance company or a state credit corporation. In addition you might consider assorted mutual funds, a local development corporation, the Small Business Administration or a merger.

Credit Standing—A number of factors will affect your credit standing in-

cluding your general reputation and the nature of your business. What is the length of time in business and the quality of management? The continuity of management is important. Are younger executives in training? What has been the earning history of your firm and what is its present cash position? What is the long- and short-term liability of the firm? Will the plant be adaptable to other use? The size of the plant is important. (25,000-50,000 sq. ft. optimum). What does the firm expect to accomplish with the new unit?

Terms of Loan—Bear in mind that the terms of the loan will be affected by the general economic situation, business cycles and the importance of the industry to the community. Also to be considered is the length of loan as well as the interest rate.

7. Water and Waste Disposal

If water is a major factor, consider regional trends in water consumption, study interstate compacts, identify major conservation programs, check proposals for watershed development.

8. Power and Fuel

If the basic energy source is an important factor in the location of your plant, careful consideration should be given to each of the following: hydro, coal, lignite, shale, oil, gas, nuclear fission and solar radiation.

Community Factors

1. Markets

Retail Sales—How prosperous is the community? Check recent sales for: service stations, drug stores, department stores, food stores and restaurants.

Income—Establish trends for total income in the area. What is the per capita income and the per family income? What is the amount of disposable income? Check the size of various income groups.

2. Labor

Labor Legislation—Is there a state Right to Work Law? Is there a state FEPC law? Is there a state "Little Wagner Act?" Does the state have any labor legislation which makes it non-competitive with nearby states? Is

there a law effectively prohibiting secondary boycotts? Does law restrict use of injunctions to prevent unreasonable union acts? Does state regulate pay and hours unnecessarily? Are safety and health laws reasonable?

Union Activity—List each union, giving date organized, approximate membership. Was the origin peaceful? Is it a pattern-setting union? Is the union leadership reliable? Are restrictive practices common? Check the major disputes in recent years. What is the union strength in local politics? Is there external domination? Is the membership heterogeneous? Does the union support secondary boycotts?

Work Stoppages—Look into the strike record for the last five years. What firms struck and what unions were involved?

Commuting Factors—Check the travel time for workers and the travel distance. Consider the fact that workers will commute farther from rural areas. Also, higher wage rates pull workers farther. New plants will attract workers from a wider area. Keep in mind that males commute farther than females and that the intermediate age workers travel less.

Employee Performance in Area—Check the records for facts on: productivity, absenteeism, turnover, for various industries. What is the community attitude toward workers? What effect will your plant have on worker relations in the community?

Unemployment—Check labor surplus area classifications issued bi-monthly by Labor Dept.: (A) Less than 1.5% unemployed. Critical labor shortage; (B) 1.5 to 2.9% unemployed. Slight shortage; (C) 3.0 to 5.9% unemployed. Slight labor surplus; (D) 6.0 to 8.9% unemployed. Relatively permanent labor surplus; (E) 9.0 to 11.9% unemployed. Substantial permanent labor surplus; (F) More than 12% unemployed. Critical surplus.

Labor Potential—Get a general picture of the labor pool of area by checking the following: Population density, present employment in agriculture, employment in trade and service and employment in manufacturing.

Scientific Manpower—Tally output of engineers and scientists at nearby colleges and universities. Check the availability of graduate programs. Survey research institutions in the area and list other technological activities. List local chapters of scientific societies.

Vocational Training—What training programs are available? What facilities are used? Check training opportunities for: apprentices, supervisors and managers.

Labor Force Inventory—Compile data and break down according to: skilled, semi-skilled, and unskilled; male, female; white or colored; seasonal, part-time; native, foreign born. What is the educational level? Will you be able to find suitable supervisory personnel among the available work force? Check jobs which have remained unfilled for

some time at local employment offices. **Labor Surveys or Registration**—In estimating number of suitable workers be sure to: Discard those over or under age, eliminate those presently employed. Count only those with proper skill or aptitude.

Interview other employers—Make a systematic check of other local employers, discuss frankly and confidentially: wage rates and incentives paid, fringe benefits and overtime compensations. Check on possible local holidays which you may have to ob-

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HAS RESTORED PEACEFUL CLIMATE

The City where responsible local leadership has asserted itself, met a crisis headon and won community stability. This is the same sort of civic responsibility which has given Little Rock its excellent business climate—so essential for stable and profitable manufacturing plant operations.

Although the recent school controversy was a temporary deterrent to industrial development, it did not affect the many basic economic factors which have made Little Rock so attractive to corporate management in search of new plant locations.

Do Your Plant Requirements Include:

- ★ An ample reservoir of hard-working people?
- ★ Superior market accessibility?
- ★ Ample low-cost water, power, fuel?
- ★ Equitable and reasonable taxes?
- ★ A fully developed site of one to 100 acres?

Get the real Little Rock story direct from the man who has been in the forefront of Little Rock's successful drive to stabilize its school operations. Write, wire, or call:

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Industrial Development Company

Chamber of Commerce Bldg. 115 West 6th St. FRanklin 4-4871
LITTLE ROCK, ARKANSAS

EXPANSION OUTLINE

serve. Is the city dominated by one industry which sets pattern? Is the economy contracting, putting pressure on local workers? Are the major local industries in midst of rapid technical changes causing severe fluctuation of employment? Is the production pattern of most local industry steady? Are important local industries highly seasonal?

Sources of Data—Valuable sources of data are state employment services, newspaper ads, and development agencies.

Unavailable Personnel—In using labor force data, be careful not to count military forces, patients in hospitals, occupants of jails or tourists.

3. Materials and Services

Routine Supplies—Where are warehouses and distributors located? Will you have ready access to office supplies, mill supplies and maintenance supplies? Are building materials available locally?

General Services—Take into consideration work that must be handled by subcontractors, machine shops and job printers. Are these services available?

Technical Services—Are blueprinting service and instrument repair service available within a reasonable distance? Where are testing labs located?

Branch Offices—Do firms you must contact frequently have branch offices in the vicinity?

4. Transportation

Motor Transportation—Is there access to major through highways? Are there common carriers serving the area—interstate, intrastate? How many scheduled trips per day? What is the overnight radius? Are truck terminal facilities provided? Check the pick up service and rate structure. Is bus service available? Is transit and taxi service to plant site available?

Water Transportation—What lines serve the area and/or site? Check the channel depth and port or terminal facilities. Is service interrupted in winter? Is freight forwarder service available?

Commercial Air Service—How many airlines serve the area? Check the number of daily passenger flights and freight flights. What is the time from the plant to the airport? Are there adequate terminal facilities? Is charter service available?

Rail Service at Each Site—What rail line, branch or main, serves the site? What is the number of trains daily, passenger and freight? Check the schedule of stops. Also check on switching arrangements. Who pays for the cost of siding? Is the siding designed to meet your needs? Check complications which might arise where sidings are jointly used or cross public roads. Are there special regulations regarding the handling of hazardous materials?

Private Aircraft Facilities—With the ever-growing importance of the business aircraft your checklist for this factor should include a list of airports usable by executive aircraft, the length of runways and the surface of each. Are runways lighted? Does the airport have radio communication, hangar and office facilities?

Mail, Parcel Post, and Express—Check the adequacy of the local post office service. Ascertain if there is a regional post office system. What is your location in relation to parcel post zones?



This is the market where people make a profitable difference to new industry. Charlotte's wide assortment of skills, excellent stability, and numerical wealth of manpower marks it as one place where loyal, productive labor is no problem. Charlotte's tremendous population market (75 miles) exceeds that of Atlanta, Kansas City, Minneapolis or Indianapolis.* For Charlotte's trade territory now has 2,216,600 people and is growing daily.

CHICAGO	2,216,600
INDIANAPOLIS	2,214,600
MINNEAPOLIS	2,017,100
ATLANTA	1,794,800
KANSAS CITY	1,400,000

Industries interested in expanding manufacturing or wholesaling facilities into Charlotte are invited to call W. M. Ficklen, Industrial Manager, Charlotte Chamber of Commerce, at FR 5-5536 in



EXPANSION OUTLINE

Is the location in an express service area? Is express pick up available? Is there messenger service?

Communications—Is both telephone and teletype service available? Are there facilities for a private wire system, microwave and TV?

Special Services—Are there public warehouse and bulk storage terminal facilities? Check on piggy back and trailer ferry service. Are machinery movers available?

Pipelines—Check on routes, capacity, availability.

5. Government and Legislation

Government Administration in Area—Examine all units, local, county, state, for: financial condition, honesty, efficiency, attitude toward industry, personnel practices, civil service, and salaries.

State Legislation—Check legislative action program of state chamber or associated groups. Has the program been successful? What existing laws are burdensome to business? How are securities regulated?

State Taxes—What is the corporate income tax rate? Is the Federal income tax deductible? What are the operating loss carryover provisions? Check the sales and use taxes. Is there a franchise tax on out-of-state firms? Also check the unemployment compensation tax rate and the workmen's compensation insurance rates, provisions. Are concessions made to new industries? What is the property tax rate? Other important items to be considered are the excises, licenses and permits, inheritance, estate, gift and motor vehicle taxes and corporate organization and qualification fees.

Local Taxes and Laws—What are the assessment practices with regard to industrial property? Is there a machinery and inventory tax? Check payroll and local income taxes. Are concessions made to new industry? What are the Sunday closing practices?

Total Tax Bill—Get the total tax picture by adding city taxes, special district taxes, county taxes, state taxes and Federal taxes. Then, measure total taxes in relation to total services provided.

Future Taxes—Is major expansion of Government service or facilities planned? Do schools, roads need a great deal of attention? Is there a capital budget program?

Industrial Dispersal—Does the area

Choice Industrial Sites For Plant Locations



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Santa Fe, with 13,081 miles of main track, links America's fastest growing industrial areas with the nation's biggest markets

Hundreds of prime industrial sites are now available within organized industrial districts in larger Southwestern cities. And there are also thousands of unattached acres available in both large and small Southwestern communities.

We can give you vital information pertaining to these and any other areas in the Southwest from Chicago to the Pacific and from Colorado to the Gulf. Without obligation, we will gladly conduct a confidential, custom survey, with *your* industry, *your* company, and *your* requirements in mind.

Let us send you information you can use

For specific information about any plant sites you have in mind in the Southwest, just get in touch with your nearest Santa Fe traffic or industrial office, or write to:

**INDUSTRIAL DEVELOPMENT DEPARTMENT, Santa Fe Ry.
80 East Jackson Blvd., Chicago 4, Ill.**

EXPANSION OUTLINE

have a dispersal plan? Is the site in a major target area? Would your employees be in target area? Would your major suppliers be in target area? Would you depend on customers in target area? Is your transportation lifeline vulnerable?

6. Financing

Special Inducements—Will the firm be offered any special inducements such as free land, free plant, nominal rent or a low interest rate?

7. Water and Waste Disposal

Basic Water Sources—Will you use a municipal water system, wells, springs, streams, rain catch or sea water?

Municipal Water Systems—If you use a municipal system, check source of the water supply. Is the supply dependable? Look into the storage capacity and pumping capacity. Check the average use and maximum use figures. What will be the effect of your consumption? Is the water system approved by the State Health Department? What is the water pressure at the site? Check the industrial water

rate. Is water supply fluoridated?

Ground Water—Wells—What is the depth of the water? Check the recent trend of water table elevation. Will there be any drilling problems? What will be the pumping cost? Are there regulations on use? Will the temperature of the water affect your operation? What are the requirements for re-charge?

Surface Water—Streams and Lakes—Study the annual rainfall. What is the average maximum flow for a long period of years? Also the minimum flow? Check the seasonal variations in level and the influence of tides. What is the temperature? Check into upstream uses of the stream or lake. What is the distance to the site? Would a dam or pump station be feasible?

Chemical Analysis—Don't overlook the importance of a chemical analysis of the water, checking such factors as hardness, alkalinity-acidity, organic material, solids, oxides, chlorides, nitrates, and sulfates.

Stream Pollution—Waste Disposal—Determine with which regulatory bodies you must deal, study applicable legislation. Estimate cost of treatment, necessary changes in process control. Will you need additional site area for lagoons? Consider having a pre-location survey made of aquatic life. Will your waste be incompatible with that of neighboring plant.

Sewage Disposal Systems—Is sewer service available? What is the cost? Check the type of disposal plant and the present average load. What is the plant capacity? Are expansion plans actually committed? How will the expansion be financed? Check into ordinances on industrial wastes and compare with your waste analysis for solids, liquids and chemicals.

Garbage and Trash Disposal—Is garbage and trash pick-up service provided? Where is the dumping area located? Is the use of incinerators controlled?

8. Power and Fuel

Check Each Utility or Supplier—What is the recent expansion record? Is expansion currently scheduled? Check the record of shortages and interruptions. Is the utility or supplier vulnerable to natural disasters? Is there interconnection with other utilities? If a public source, is expansion dependent on legislative action?

Electric Power—Estimate your demand for lighting. How many machines will be in use? Will the plant be air conditioned or will welding equipment be used? Will power be used for furnaces? Be sure to specify voltage, phase, and cycle. Check the complete rate schedule and explore off-peak rate possibilities. Also check discounts and penalties. Are there fuel adjustment provisions?

Coal, Oil, Fossil Fuels—Compare cost per million BTU's at the site. Are low-grade fuels available in quantity?

Gas—Is adequate gas available to meet peak use? What is the allocation for industrial use at location? Is the gas natural or manufactured? What is the BTU value? Check into storage and distribution facilities. What are the rates?

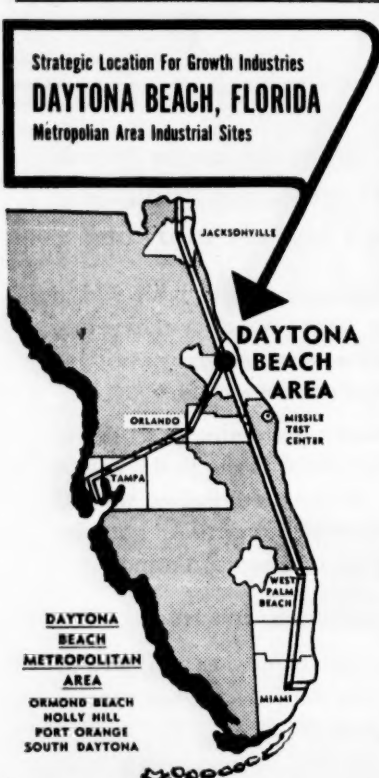
9. Community Characteristics

Overall Community Planning—Has the community measured its future needs? Is there a realistic plan for meeting these needs? Is there a budget program for financing plan? Is there a priority system for scheduling projects? Is there a procedure for keeping the plan up to date? Are there visible signs of progress on the plan? What effect on the overall plan would your plant have?

Planning and Zoning—Does the community have what is popularly termed a "comprehensive plan" with zoning map and ordinance? Was this plan prepared with professional aid? Is the plan administered by a planning board or commission free of political pressure? Is the plan coordinated with that of adjoining areas?

Industrial Zoning—How are industrial areas defined? Are they protected against residential encroachment? Check provisions on noise, smoke, odor, dust and dirt, noxious gases, glare and heat, fire hazards, and industrial waste. Will traffic flow smoothly to and from your plant? Check into aesthetic and psychological effects.

Air Pollution—Does the community have a record of smog or smoke trouble? Does the local topography or meteorology create a special situation? Do existing industries emit aerial wastes incompatible with your operation? Would your plant emit wastes incompatible with existing activities? Is there a local air pollution regulatory body? What progress is being made in reducing pollution?



Write for new 101 page Industrial Brochure
R. H. Miles, Mgr./Chamber of Commerce/Indus. Dept.
Daytona Beach, Florida

EXPANSION OUTLINE

Weather—General—Check the effect of weather on construction costs and the effect on plant design. Will weather affect plant operations? Consider weather as a factor in recruiting and keeping personnel, as a factor in absenteeism and work interruptions. What will be the effect on maintenance of plant? What will be the effect of weather on the cost of heating and air conditioning? Will weather have an effect on technical processes?

Weather — Specific Check-Points — Check weather records for average temperature, maximum temperature, minimum temperature and seasonal temperature variations. What is the average precipitation? Other points to be checked include seasonal variations in rainfall, annual snowfall, average humidity, prevailing winds and the number of cloudy days. Also check for incidence of tornadoes, hurricanes and dust storms.

Housing—What is the cost of residential construction? How many building starts have there been within recent years? Are there an adequate number of rental units available? Check the classified ads for available property. Is there an active slum clearance program?

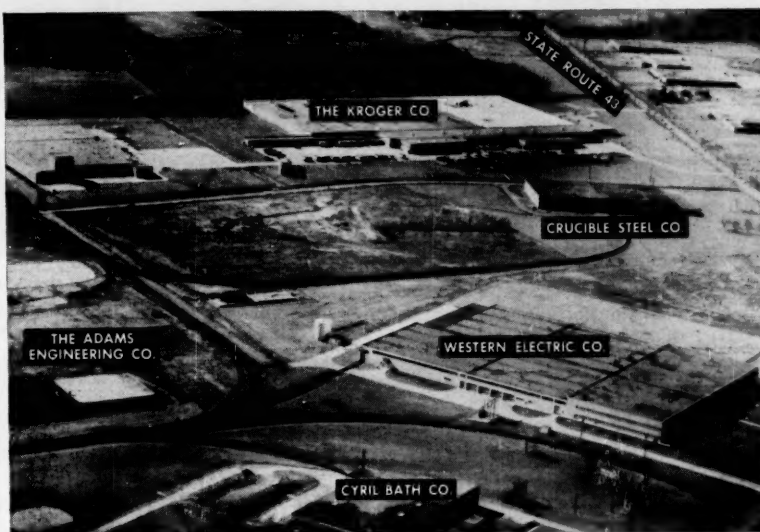
Civic Organizations—List active business-sponsored groups which act as voice for local enterprises. List larger civic groups representing cross-section of the community. Indicate scope of the foregoing by giving membership, budget or action program. List special programs which promote understanding of American enterprise system.

Political Atmosphere—What percent of the population is registered to vote? What percent voted in last local election? What percent voted in last general election? List elective offices currently held by men previously identified as business leaders. List business leaders serving on planning boards, school boards, tax councils.

Law Enforcement—Compare the size of police department with national average. Compare police budget and facilities with national average. Compare training programs. Will plant area be patrolled by radio cars? Will patrolmen be available, if needed, to handle traffic during shift changes? Compare the crime rate with the national average. Do courts have a good reputation? Are courts on record as enjoining illegal strikes or picketing?

Shopping Facilities—Are downtown

The railroad that runs by the customer's clock



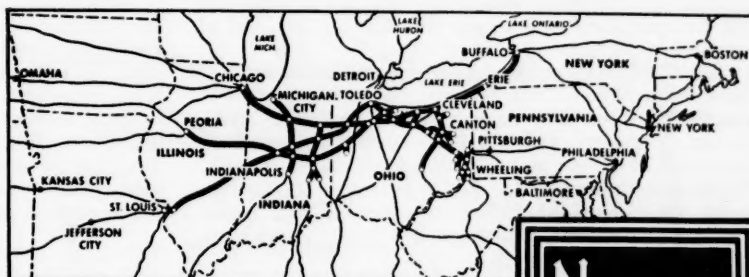
500 ACRES ZONED FOR INDUSTRY

This is Solon, Ohio... adjoining thriving, industrial Cleveland, business hub of northern Ohio.

Nickel Plate Road owns 500 acres in this zoned-for-industry area... land that's readily available and perfect for modern plant and warehouse facilities. We'll be glad to work with you on development, as we have with the other firms that have located here.

Here, you have Nickel Plate's excellent freight and switching service at all times... your company planes can land nearby... the Ohio Turnpike is within nine miles. And very close by are all the things that make for happy suburban living: Plenty of space, fine communities, good schools, swimming, boating, fishing.

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ROAD**

UTILITIES?

RAW MATERIALS?

SCHOOLS?

WASTE DISPOSAL?

SITE DEVELOPMENT COST?

**QUESTIONS
QUESTIONS
QUESTIONS**

... all just to decide on a plant site?

Yes, these and a hundred other questions have to be answered before an industrial site can be properly selected. And, today, most firms agree that selecting a site for a new plant without expert professional advice can be a serious mistake.

The factors which affect the selection of a site are countless. Some of them are fairly obvious—or should be. Fuel and power sources must be adequate, as well as water supply. There must be good sources of raw materials plus transportation for them. The labor market, your distribution patterns, waste disposal, possible air or water pollution, weather and climate, and innumerable other factors must be considered. There are other less obvious considerations which make the site selection job one for specialists such as you will find on the staff of Cunningham-Limp.

One of these less obvious considerations is site development cost. When Cunningham-Limp specialists study prospective sites, they do it with the viewpoint of designers, engineers and builders—often quite different from that of groups that specialize in site selection only. We accurately estimate the cost of doing the site development work required before construction can begin. Example: One client, planning a new plant, asked us to

review a number of sites recommended by another organization. In theory, all the sites were equally good. In actual fact, a C/L survey showed vast differences in the prospective development costs of the various sites. One of them would have had a development cost equal to more than half the original cost of the land.

Primarily, Cunningham-Limp Company designs, engineers and builds industrial facilities. But site selection, planning and development is also one of our major services. It is performed by specialists in the field and it is as thorough as is humanly possible, encompassing every phase of the problem from selecting the general geographical area to pinpointing the precise piece of land on which you will finally build. C/L site development surveys are performed in complete confidence, so you remain anonymous. And, since our people are not motivated by regional bias, they are not inclined to favor one locale more than another.

If you are an executive of a manufacturing, processing, distributing, research or similar industrial firm, you may find many valuable tips on plant layout, design and modernization in our 78-page color-illustrated brochure. Please request it on your letterhead or business card.



CUNNINGHAM-LIMP COMPANY

Cunningham Engineers, Inc. • Cunningham-Limp Limited

DETROIT • ATLANTA • CHICAGO • FLINT • INDIANAPOLIS • KANSAS CITY • NEW YORK
ST. LOUIS • TORONTO

Whenever reference is made to designing, engineering or architecture, the work will be done by Cunningham Engineers, Inc., or by personnel who are qualified under all applicable laws.

shopping facilities adequate? Are new shopping centers in operation or under construction in the area?

Social Attitudes—List the major national, racial, or religious groups composing population. Would new citizens from other areas be readily accepted in the community? Are welfare programs, such as community fund, given adequate support? Is the sale of alcoholic beverages legal in the city? Is the sale of alcoholic beverages controlled?

Travel and Meeting Facilities—Are the hotel, motels and restaurants good enough to be listed in travel guides? Is there a convention bureau? Are there adequate meeting places? Is exhibition space available?

Health and Medical Programs—Check the death rate per 1,000 population. How many hospital rooms per 1,000 population are there and how many doctors per 1,000? List each major facility and describe. Are health and sanitation laws strictly enforced?

Education—What are the median school years completed by the population at large? What percentage were disqualified from service by Army mental tests? What is the education investment per pupil? List the universities and colleges in the area. List technical degrees offered. List graduate programs, extension courses and co-op programs. Also list number of technical institutes (2 yr.), junior colleges, high schools, elementary schools, parochial schools, vocational schools and kindergartens. Do racial problems disrupt schooling?

Churches—List the denominations. Estimate the membership in each of the following: Protestant, Jewish, and Catholic.

Cultural and Recreational Facilities—Is there a well-managed museum and library? Is there a legitimate theatre? Check the number of playgrounds, parks, golf courses and tennis courts. What about boating, fishing, hunting and swimming facilities? Are winter sports such as skiing and skating available?

Spectator Sports—Does the community support a pro baseball team, football or hockey team? Is there a major golf tournament?

News Media—List the daily papers and circulation of each. List the weekly papers and circulation. List radio stations, frequency and power. List TV stations, channel and power.

Representation in Congress—Check the

political affiliation of area's representatives and senators in Washington. What committee positions do they hold? How do they vote on key labor legislation? How do they vote on corporate tax legislation? How do they vote on public power?

Streets—What is the general condition of community street surfaces? What percent are unpaved? What is the policy for paving street to industrial site? Are streets cleaned regularly? Is snow removal service adequate?

Fire Protection—Is fire department personnel and equipment adequate? Is plant site in area protected? What is the insurance rate? What is community's loss record? Does community have mobile equipment suitable for handling industrial fires such as chemical? Is fire inspection adequate and fair? What are the sprinkler system requirements? Is there a disaster squad or trained civil defense unit?

Amenities and Intangibles—Is the physical appearance of the community impressive? Is there any "glamour" associated with living in the community? List points of unusual historical interest. List points of unusual scenic interest. How does cost of living compare with national average? Do you think your executives would be happy living in this community?

Existing Industries—List all major industries in the community. Give several examples of fast-growing firms originating in area. Give examples of branch operations of nationally-known firms. Give examples of local business leaders who have gained prominence at state or national level.

Traffic—Is there a professional traffic engineer? Are there ample storage facilities downtown? Is off-street parking required for new buildings?

Site Factors

1. Markets

In case you are locating a shopping center or retail facility, check market factors peculiar to the site itself.

2. Individual Sites

General Requirements—Estimate the building area, bearing loads. Predict expansion needs. Allow adequate parking area. Include outdoor storage areas. Predict utility areas.

Types of Sites—In planning your location, there are many types of sites to be considered. Check each of the following to ascertain which will best fill your needs. Should you locate in a planned industrial district? Should you consider an urban, suburban, or rural area? Is a waterfront or airport location important to your operation? Have you considered redeveloped or reclaimed land? Will the area have to be drained or graded?

Intangible Considerations—Will the surroundings have the air of a college campus? What is the advertising value of a site on heavily-traveled road? Consider the prestige of a site in choice section of town. What is the view of building from a distance? What is the view from inside the building? Are the surrounding trees and landscaping pleasant? Are the neighboring plants attractive? Are there safety factors involved such as low flying aircraft, explosives plants, bacteriological research, high voltage equipment nearby?

Survey Methods—Make preliminary check from highway or aerial map. If site appears promising, make field sur-

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FOR
INDUSTRY

- Cold, Clear, Unpolluted.
- Minimum flow rate leaving State in past decade is 5,500,000 G.P.M.

See
Page
103

STATE PLANNING BOARD
HELENA, MONTANA

looking for a future? grow **WEST** where growth is best

There's fertile soil for industrial plants in the "Union Pacific West."

The wide, open spaces are no longer as open as they were in the turbulent times portrayed in present-day TV westerns.

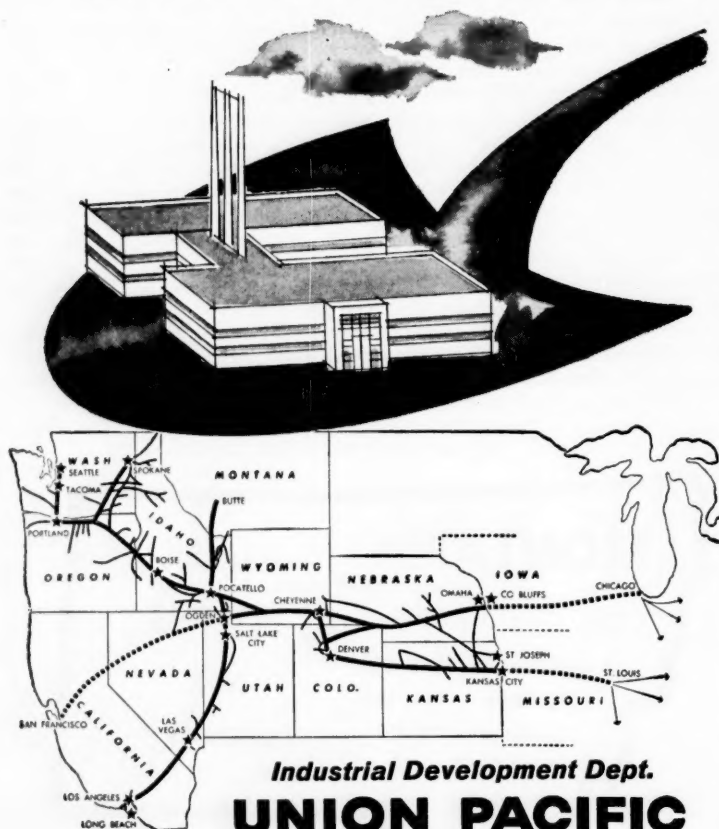
More and more people are pouring in to build up the population ... to make available a ready and willing army of workers ... to increase buying power in rapidly expanding markets.

And, in addition, there's unsurpassed rail transportation provided by Union Pacific.

If we do say it, our railroad represents the finest in modern day facilities for both freight and passenger business.

So we earnestly recommend that you give serious consideration to a plant site in the 11-state area of the "Union Pacific West."

We suggest you contact your nearest U.P. representative, or get in touch with us direct, for confidential plant site information.



Industrial Development Dept.
UNION PACIFIC
Railroad
OMAHA 2, NEBRASKA

EXPANSION OUTLINE

vey. Don't buy until you've systematically walked over entire site to check for abandoned tombstones, old wells, etc.

Legal Check-Points—Be certain that title, easements and protective covenants are all checked carefully.

Maps—Assemble area map of the community, including plant site, a topographic map giving terrain contours, transportation system map, utilities and services map, political boundaries map, and a population distribution map.

Geologic Consideration — Have the depth and thickness of various soil strata checked along with the depth to rock and the nature of the rock. What is the location of ground water and the variation of ground water level? What is the earthquake risk?

Cost of Land—What will be the initial cost of the land? Will there be improvement costs, such as grading? What will broker fees amount to? What is the probable appreciation of land value?

Accessibility—Will it be feasible to have rail siding at a building? Are limited access roads planned which could interfere with traffic to and from your plant? What are the proposed traffic patterns for the area?

Utility Services—Check to see that electric power, water, natural gas, and sewers are at the plant site or that the services could be extended at a nominal cost.

3. Water and Waste Disposal

Drainage—Check the chance of flood. How is drainage from the roof handled? Will paved areas drain adequately? Will there be a need for storm sewers?

4. Vacant Buildings

If convenient assemble photographs, floor plans, etc. Check construction—when built and type. How many stories does the building contain? Check the area per floor, the ceiling height and type floor (give floor load). What is the sales price and terms-lease price and expenses to be paid by the tenant, breakdown of assessed valuation and real estate taxes of the property.

**DON'T LET
"SITE-SEEKING"
TIE UP YOUR
BEST MEN!**



GPU *Site-Service* — the one central source of plant site information for nearly half of Pennsylvania and New Jersey



Metropolitan Edison Co.
Pennsylvania Electric Co.
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Save executive time, travel and trouble by letting GPU *Site-Service* solve your plant location problem. This complete, centralized service has detailed economic data on nine growth areas comprising one of the nation's most desirable industrial regions. It can also furnish full facts about sites and existing buildings suitable for your needs. Wire, write or phone today. Your inquiry will receive prompt, *confidential* attention.

**GENERAL PUBLIC UTILITIES
CORPORATION**

Att: Wm. J. Jamieson, Area Development Director, Dept. ID-2
67 Broad St., New York 4, N. Y. WHitehall 3-5600

A Progress Report

THE REGISTERED

Now accepted as a national standard for the succinct presentation of plant location factors in any given community or area, the Registered Community Audit during the few months since its inception has already proved itself as an invaluable tool through which industry may obtain, without cost, the necessary data for preliminary evaluation of competitive areas.

LAUNCHED less than six months ago, the new Registered Community Audit program has made significant headway. Already, the ID-approved form has become a national standard for presenting basic plant location facts about a community or area.

To recap very briefly, the Registered Community Audit is a simple four-page form on which is presented basic facts about population, government, taxes, utility service and rates, and industrial development activity in a community. It was devised by a panel of nationally-known experts who attempted to cram as much useful data as possible into a compact, easy-to-use package.

One of the prime reasons for introduction of the form was to establish an *accepted national standard*. Previously, many state and local groups utilized their own community data forms—there were literally scores of different forms and outlines in existence.

The result was chaos for the site-seeking firm collecting preliminary data on a number of communities. A collection of reports from two-dozen

COMMUNITY AUDIT

communities might bring two-dozen types of reports. One study might use 1950 population data and another might use estimates for 1960. Tax and utility rates might be given in such a way that comparison was impossible. More important, most reports would be incomplete.

Another factor in launching the Registered Community Audit was the need for data of *guaranteed* reliability. An important feature of the form is an affidavit which is executed by the person who supplies the data—assuring the user that the information is factual.

In effect, the new program now allows you to obtain, without cost, a quick report on a community as easily as you get a Dun and Bradstreet credit report on a customer. That the idea has wide appeal is evident from initial reactions which have far exceeded expectations.

Here are typical early comments from around the country:

William T. Wall, L. C. Wall Company, Los Angeles: "The material on the Community Audit Program was read with great interest. The need for such a program

should generate considerable response on the part of your subscribers."

R. L. DeChant, Manager Area Development Department, Cleveland Electric Illuminating Company: "You are to be complimented on the thoroughness of the questionnaire. In the near future you will receive an audit from our area . . . send twelve additional copies so we can get others started."

Darrell Booth, Manager, Chamber of Commerce, Casper, Wyoming: "This new service impresses us as being of terrific value. You and your people are to be congratulated on undertaking it."

W. C. Price, Industrial Development Engineer, Central Power and Light Company, Corpus Christi, Texas: "This is of great interest to us and I feel your establishing of this service can provide a real service for communities and interested industries."

George L. Davison, Manager, Waukegan-North Chicago Chamber of Commerce: "Your audit appears to be a very sound approach to the promotion of new industry and our community would be very much interested in participating."

David S. Geer, Geer Associates, Bloomfield Hills, Michigan: "I think this is very desirable for several of the cities of our office is serving as a planning consultant. Will you please furnish us with ten copies so that we can do the promotional work necessary."

Henry W. Heck, Industrial Development Engineer, Union Electric Company, St. Louis: "We have been impressed with the

thoroughness of your audit form and would like to recommend it to the communities that we serve . . . could you send 50 sets of the audit forms. . . ."

W. H. Caldwell, Executive Vice President, Mid America, Inc., Parsons, Kansas: "... a brainchild that appears to have great possibilities. . . . I would like to have all our communities provide the information for such an audit."

W. R. Yocum, Industrial Agent, Reading Company, Philadelphia, Pennsylvania: "... This type of information is of valuable assistance in the field of industrial development and I would certainly be pleased to have the benefit (for) . . . communities served by our lines in Eastern Pennsylvania, New Jersey, and Delaware. . . ."

John E. Babcock, Executive Secretary, CRIDA, Austin, Texas: "... The Colorado River Industrial Development Association consists of 21 communities along the Colorado River in Texas. . . . If you will send me 21 additional copies plus an equal number to allow us to retain carbon, we would like to provide a report on each of the member communities."

W. Cooper Green, Vice President, Alabama Power Company, Birmingham, Ala.: "... This is certainly a fine project. We have prepared a tentative list of thirty towns in our service area which we feel should definitely submit Registered Community Audits. We would greatly appreciate your sending us the proper forms so we can forward them to these thirty towns."

Allen Robinson, Industrial Representative,



*There's room for you in **ROCK ISLAND COUNTRY...***

AND THESE MEN HAVE THE SPOT FOR YOU

Rock Island Country is the heart of America, from which manufacturers and distributors can reach out to markets in every corner of the land.

In Rock Island Country, labor is plentiful, water, gas and electricity is abundant, taxes are reasonable.

The industrial site specialists pictured above are natives of Rock Island Country. They know their areas like the backs of their hands. They can help you select a site at the Port of Chicago, the Denver Gateway, booming Oklahoma City, or the dynamic

Dallas-Ft. Worth-Houston area that will be tailor-made to your needs. Or, they can locate you along America's most important rivers.

Rock Island Country is the growing-est part of America, and the Rock Island railroad is a major part of the splendid transportation system serving it.

If you would like to inspect some of the thousands of acres of choice industrial property in Rock Island Country, one of our specialists will be glad to arrange a tour—in complete confidence. Write to:

Industrial Department 112

ROCK ISLAND LINES

La Salle Street Station, Chicago 5, Illinois



COMMUNITY AUDIT

Chamber of Commerce, Neosho, Missouri: "... I have personally just finished an economic survey along the lines recommended by the Missouri Division of Resources and Development. Your Registered Community Audit makes an excellent tool with which to authenticate our findings."

A. C. Todd, Industrial Agent, Baltimore & Ohio Railroad, Cincinnati, Ohio: "... That we may acquaint the communities in this territory with the advantages of such an audit, shall appreciate your sending me a dozen of the forms with accompanying instruction sheets. The possibilities of the Community Audit are practically unlimited. ..."

F. G. Smith, Manager Development, Mississippi Power & Light Company, Jackson, Mississippi: "... This looks like a mighty good idea, and we would like to see a number of our communities submit audits for Registry. If you will send us about 100 copies of the audit form we will see that this gets into the hands of a number of communities in the state and will assist them in submitting this to you."

Lamar Allen, Manager, Resources Development Board of Palm Beach County, Palm Beach, Florida: "... As Palm Beach County embraces thirty-four incorporated municipalities and an additional eleven communities, the task of assembling your audit will require considerable time. In this regard we would like to offer the services of this Board in contacting the eleven Chambers of Commerce and communities in assisting you in this fine project as the central collecting agency for the County."

Neil Coffin, Executive Vice President, Bedford Chamber of Commerce, Bedford, Indiana: "... We recently learned of your 'Registered Community Audit' through Mr. Rudolph Grabow, Industrial Agent for the Monon Railroad. Would it be possible to secure further information concerning this program you offer?"

Mrs. Lorraine Black, Secretary, Millington Chamber of Commerce, Millington, Tennessee: "The Memphis Commercial Appeal carried an article on Sunday, May 17th, concerning your newly inaugurated Community Audit program, and we would very much like to have our City of Millington 'on file' for industry. ... We sincerely appreciate your 'good neighbor' policy. ..."

So it has gone. Initial interest in the Community Audit system has exceeded that displayed in any previous ID program. By midsummer, some 7,500 forms had been distributed to communities and area groups.

And by late summer the completed forms had begun arriving in quantities at ID editorial headquarters. Success of the plan was assured by completion of audit reports by hundreds of communities, large and small, from all parts of the country.

For the record, the first 100 communities to have their audit reports accepted were:

Sioux City, Iowa	1
Newport News-Hampton, Virginia	2
Dallas, Texas	3
Buffalo, New York	4
Raleigh, North Carolina	5

Paducah, Kentucky	6	Platea, Pennsylvania	86
Mt. Vernon, Ohio	7	Harborcreek Twp., Pennsylvania	87
Parkersburg, West Virginia	8	Waterford, Pennsylvania	88
Lumberton, North Carolina	9	Edinboro, Pennsylvania	89
Granite City, Illinois	10	Wattsburg, Pennsylvania	90
Augusta, Georgia	11	Elgin-Beavertown, Pennsylvania	91
Sandersville, Georgia	12	McKean, Pennsylvania	92
Colorado City, Texas	13	Wesleyville, Pennsylvania	93
Ft. Myers, Florida	14	Ogden, Utah	94
Lebanon, Pennsylvania	15	Sandusky, Ohio	95
Reading, Pennsylvania	16	McComb, Mississippi	96
Cherokee, Iowa	17	Richmond Hill, Ontario, Canada	97
Kansas City, Missouri	18	Marlow, Oklahoma	98
North Tonawanda, New York	19	Columbia, South Carolina	99
Tonawanda, New York	20	Valdosta, Georgia	100
Greensboro, North Carolina	21		
Topeka, Kansas	22		
Council Grove, Kansas	23		
Medicine Lodge, Kansas	24		
El Dorado, Kansas	25		
Colby, Kansas	26		
Pratt, Kansas	27		
Olathe, Kansas	28		
Ottawa, Kansas	29		
Derby, Kansas	30		
Liberal, Kansas	31		
Ft. Scott, Kansas	32		
Girard, Kansas	33		
Fittsburg, Kansas	34		
Mitchell, Kansas	35		
Marysville, Kansas	36		
Russell, Kansas	37		
Abilene, Kansas	38		
Goodland, Kansas	39		
Kansas City, Kansas	40		
Scott City, Kansas	41		
Baxter, Kansas	42		
Junction City, Kansas	43		
Sallina, Kansas	44		
Belleville, Kansas	45		
McPherson, Kansas	46		
Columbus, Kansas	47		
Galena, Kansas	48		
Wichita, Kansas	49		
Hays, Kansas	50		
Horton, Kansas	51		
Independence, Kansas	52		
Concordia, Kansas	53		
Dodge City, Kansas	54		
Manhattan, Kansas	55		
Iola, Kansas	56		
Cherryvale, Kansas	57		
Oswego, Kansas	58		
Garden City, Kansas	59		
Freonia, Kansas	60		
Newton, Kansas	61		
Wellington, Kansas	62		
Osawatomie, Kansas	63		
Phillipsburg, Kansas	64		
Lindsborg, Kansas	65		
Chanute, Kansas	66		
Neodesha, Kansas	67		
Atchison, Kansas	68		
Ellinwood, Kansas	69		
Parsons, Kansas	70		
Winfield, Kansas	71		
Clay Center, Kansas	72		
Joplin, Missouri	73		
Indianapolis, Indiana	74		
Odessa, Texas	75		
Ft. Madison, Iowa	76		
Erie, Pennsylvania	77		
Lake City, Pennsylvania	78		
North East, Pennsylvania	79		
Union City, Pennsylvania	80		
Corry, Pennsylvania	81		
Millcreek, Pennsylvania	82		
Girard, Pennsylvania	83		
Fairview Twp., Pennsylvania	84		
Lawrence Park Twp., Pennsylvania	85		

It may be noted that a large number in the earliest group came from Kansas—result of an all-out drive by the alert Kansas Industrial Development Commission. A detailed story on this effort, headed by John Sticher in Topeka, will be carried in a later issue.

It soon became apparent that the effectiveness of the plan would be greatly increased by having local community audits assembled by area groups such as Sticher's state development agency, by utility services, and by rail groups. In effect, each such group would establish a community audit registry for its service area, using the standard forms supplied by ID. All registries would be indexed in a master file at ID headquarters.

Already, many area groups have undertaken to assemble community reports and set up their own registries. Among state officials showing early interest have been Don Crislip, of West Virginia; Charles Price, of Nebraska; Abit Massey, Georgia; and Dick Kinne, Missouri.

Area organizations undertaking to assemble registries include the St. Lawrence Valley Association, Ogdensburg, N.Y.; North Minnesota Industrial Development Association; Missouri Delta Development; and Palm Beach County Resources Development Board.

Major Utilities handling distribution of the ID-approved forms include Union Electric, West Texas Utilities,

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Wisconsin Public Service, Dayton Power and Light, and many others.

Some sponsors of area registries are planning to assemble the audit reports for each of their communities into bound volumes which will be made available to plant location consultants and site-seeking firms gratis. Others are offering free reprints to any interested person.

While reactions to the plan have been overwhelmingly favorable, there have been three or four negative opinions. One prominent utility executive objected to the plan on the basis that audit reports might be used by site-seeking firms to eliminate from consideration communities which showed up poorly on the report forms, even though such communities might be able to present strong appeals in across-the-desk discussions.

Sponsors of the program feel, however, that this is most unlikely. They contend that intelligent users of the audit reports will utilize them only for coarse screening and that plant location decisions will, as always, continue to be based on field surveys and on-the-spot inspection of likely communities.

Industry users of the forms confirm this thinking. Men in industry who have already taken advantage of the service stress the *convenience* factor. "It's an easy way to get started on a site study" they say, "although we must eventually establish direct contact with local people and walk over each site under consideration".

Also, researchers in industry are finding a variety of uses for the audit reports. One large firm has requested copies of several dozen audits for the files of its market research department. Others are finding them useful in planning sales territories, establishing quotas, and setting up distribution plans.

Another complaint came from a chamber of commerce manager who said "we don't have enough time to fill out all the questionnaires we get now". In one extreme case, a chamber manager refused to submit an audit report despite three requests prompted by an inquiry from a site-seeking firm! In this instance, ID could only apologize to the interested firm and let the firm draw its own conclusions about the type of cooperation it could expect in that community.

This reaction does, however, point up a problem which is common to most chambers of commerce—having to fill

out questionnaires submitted by a variety of consultants, organizations, and business firms each year. The Registered Community Audit is designed to minimize this effort by affording a national-accepted standard, copies of which could be used to respond to such data requests.

To facilitate the establishment of the one standard form, location consultants are being asked to adopt the ID form for their preliminary survey work. First enthusiastic endorsement was received from R. F. Hay, of Ebasco Services, who felt that the standard form would solve some of the problems a consultant faces. To illustrate, he cited this experience:

"Some time ago, I sent a comprehensive but relatively simple questionnaire (like your community audit) to a California city of 80,000. No cross-roads hamlet, this! The letter was mailed on March 21st. On April 30, about five weeks later, I received a reply which read, in part as follows:

"Due to our limited staff it has been impossible for us to fill out the questionnaire which you sent us. If it is important that you have this information I will be happy to compile it for you but it will be necessary to charge you a nominal fee for the personnel time used on this project.

"We wish to cooperate in any way possible in these matters but we find, with a limited staff, it is not possible to devote too much time to a questionnaire which requires as much in the way of detailed answers as your questionnaire requests."

This experience provides further evidence that you, as site-seeking executives, will be doing a favor for all concerned if, on your next survey, you request a standard Registered Community Audit. You can request it from a local chamber, from a state development agency, from utility or rail specialists. The important thing is to use the standard form for gathering your preliminary data!

Further impetus for the idea of a

national standard has been given by government agencies. The Office of Area Development in the U.S. Department of Commerce is now keeping a supply of the ID forms on hand to furnish to business firms and community groups interested in making audits. Similarly, several offices of the Small Business Administration are distributing the forms to interested groups.

Obviously, the participation of these and others who are interested in the program is based on a rigid policy of impartiality with respect to individual community audits. All audit reports are processed uniformly. All which are complete and in proper form are accepted. Those which are incomplete or improperly submitted are rejected.

It should be emphasized, too, that the ID staff checks the audit reports only for completeness and proper form. *No appraisal of a community is made—no recommendations are made to site-seeking firms.* ID feels strongly that plant location decisions are the function of management and their consultants.

Mechanically, the system for registering the audits has been improved substantially as a result of lessons learned early in the program. For example, the procedure at first called for communities to complete the final audit form and submit it, but this proved to be inconvenient. Many mistakes were made and many forms had to be returned to communities for correction and, often, retyping.

Now, the community completes a work sheet and submits it for review. Necessary corrections are noted. Then the community submits the final audit, which seldom needs to be rejected. All of these points are covered in a memorandum which is available from ID offices.

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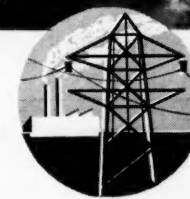
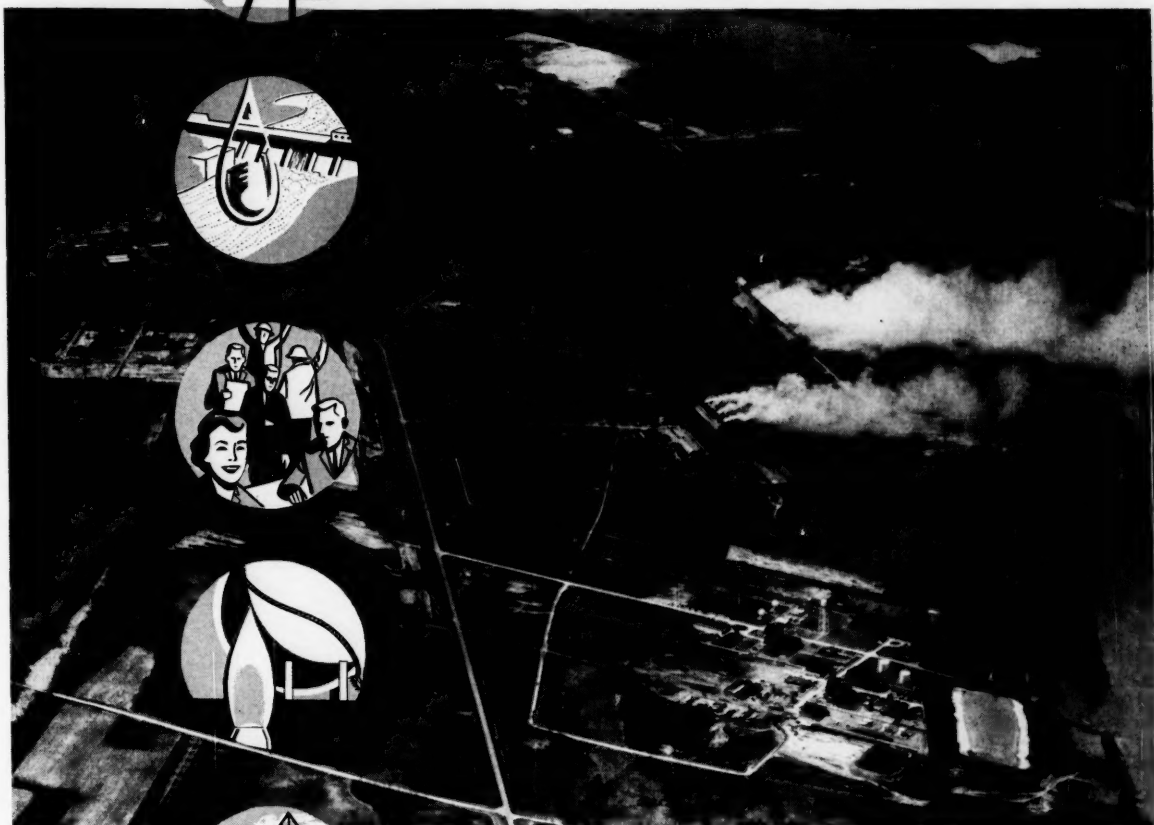
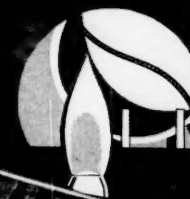
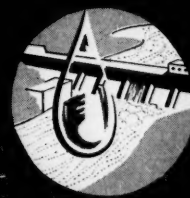
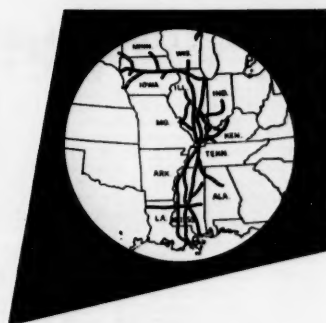
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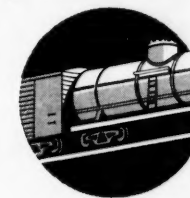
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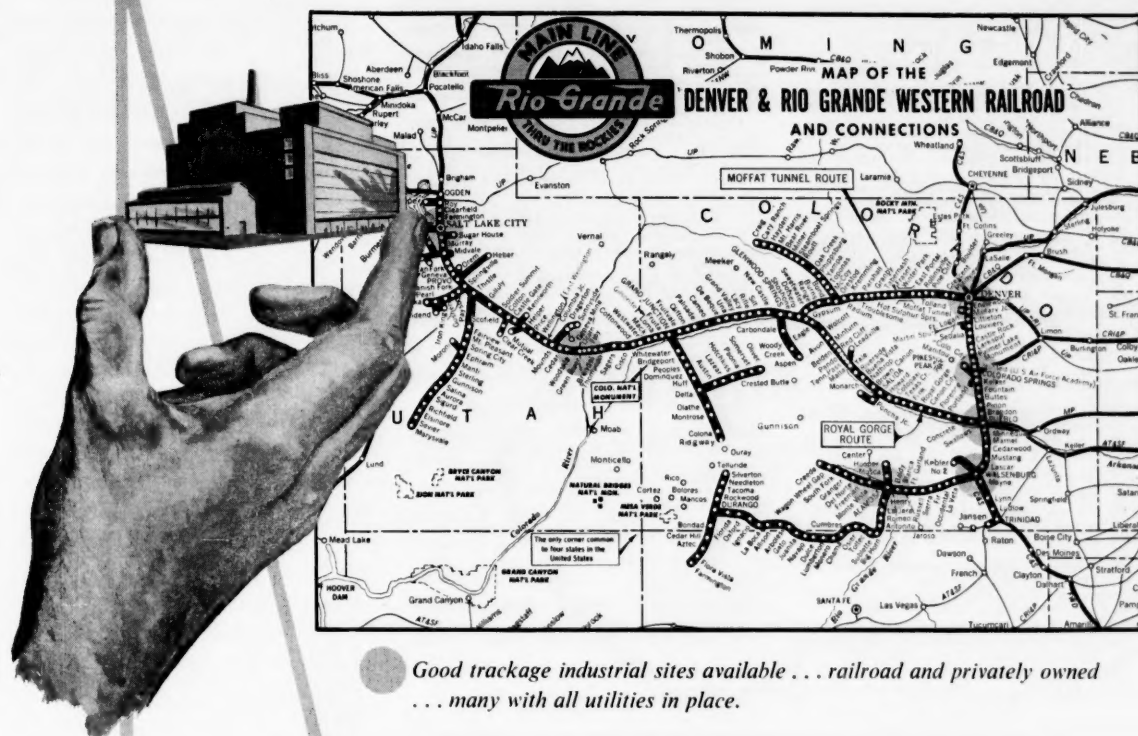
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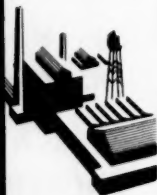
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In the listings which are given on the following pages, information concerning services rendered by various development groups is indicated in code form as follows:

The first word indicates area covered, such as local, state, region, or nation. The second figure indicates the number of full-time staff members. This number is not to be confused with postal zone numbers, which are always put in parentheses. The word "buildings" is given if the agency

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In cases where questionnaires were not returned, where data was incomplete, or where information was obtained directly from Industrial Development files, the notation (x) follows the listing.

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ALA. POWER CO., Ind. Dev. Dept., W. Cooper Green, V. P., 600 N. 18th St. State, 7. Sites, Bldgs.
BIRMINGHAM C. OF C., John E. Bryan, Gen. Mgr., 1916—6th Ave., N. Local, 5. Sites.
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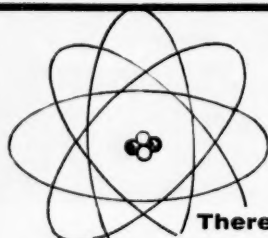
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Bldgs.
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6th St. Local. 16. Sites. Bldgs. Funds.
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grass, Asst. to Pres., P. O. Box 1542.
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John Ramsey.
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Secy. Mgr., 105 E. Second, Local. 2. Sites.
Bldgs. Funds.
MALVERN IND. DEV. CORP., L. M. Mange,
c/o Ch. of Comm.
Mammoth Spring—MAMMOTH SPRING
IND. DEV. CORP., J. Sam Holt, c/o Ch.
of Comm. (x)
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Fleeman, Pres. Local. Sites. Bldgs.
Mansfield—MANSFIELD IND. DEV. CORP.
(x)
Mariana—MARIANNA & LEE CTY. C. OF
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Marion—MARION IND. DEV. CORP., J. F.
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CORP., A. J. Younger, c/o Ch. of Comm.
(x)
Mena—
MENA C. OF C., A. W. Dodson, Mgr. (x)
POLK CTY. IND. DEV. CORP., L. L. Mor-
row, (x)
Mineral Springs—MINERAL SPRINGS IND.
DEV. CORP., Thomas Bridgeman, Chm.,
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MONTICELLO C. OF C., Jack Shelton,
MONTICELLO IND. DEV. CORP., Fay
Brann, c/o Ch. of Comm. (x)
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SOU. CTYS. GAS CO. OF CALIF., Carleton E. Brown, Supv. Mkt. Dev., Box 2763, Terminal Annex, (x)
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UNION PACIFIC R. R. CO., W. H. Johnson, Mgr. of Props., 422 W. 6th St. (x)
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JIM HARTLEY, RLTR., 11701 Long Beach Blvd. (x)
LYNWOOD C. OF C., Herbert Halliday. (x)
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MADERA CITY & CTY. C. OF C., Wm. L. Whitney, Mgr., 131 W. Yosemite Ave. (x)
MADERA CTY. IND. DEV. CORP., Harry A. Jeter, Secy-Mgr., Box 307, (x)
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Manteca—MANTECA Dist. C. OF C., Mrs. Howard Brock, Sec., Box 152, (x)
Mariposa—MARIPOSA CTY. C. OF C., Mrs. Ruth Robeson, Secy., P. O. Box 75, (x)
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CONTRA COSTA CTY. DEV. ASSN., Mrs. I. M. Booth, Gen. Mgr., 838 Escobar St. Local. 1. Sites, Bldgs.
MARTINEZ C. OF C., Claude P. Greenty, Sec-Mgr., 815 Escobar St. (x)
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MARYSVILLE MUNICIPAL AIRPORT IND. DEV. DIV. (x)
MARYSVILLE-YUBA CTY. C. OF C., Bruce Rogers, Secy. Mgr., 429 E. St. (x)
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MODESTO TERMINAL CO., T. K. Beard, V. P., 530—11th St. (x)
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NORWALK C. OF C., Mrs. Claude Gray, Ex. Secy., 13822 San Antonio.
C. I. CLARK, RLTR., 11346 Imperial Hwy.
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Oakland
ALAMEDA CTY. NEW INDUSTRIES COMM., Wm. A. Sparling, Gen. Mgr., 1320 Webster St. Local. 2. Sites, Bldgs.
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PACIFIC INTERMOUNTAIN EXPRESS, T. F. Green, Dir. of Mkt. & Research, P.I.E. Bldg., 14th & Clay St. (x)
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WALTER S. RIES, 369—15th St.
SAFEGWAY STORES, INC., R.I. EST. DIV., F. S. Collischoon, Mgr. Ind. Dept., 4th & Jackson Sts. (x)
D. D. WATSON & CO., D. D. Watson, 1428 Franklin St. (x)
WINSLOW ENGR. CO., C. A. Winslow, Pres., 4069 Hollis, (x)
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OCEANSIDE C. OF C., INC., Max Hickey, Mgr., 510—4th St. Local. Sites.
ROYMAR LAND CO., Roy Josephoi, Partner, 104 N. Freeman St. Local. 3. Sites, Bldgs. Funds.
JOHN A. STEIGER ASSOC., Box 748, (x)
Ontario—ONTARIO ASSN. OF COMM. & INDUSTRY, Forde Seward, Mgr., 206 W. B St. (x)
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FIRST NATL. BANK OF ORANGE, 101 E. Chapman.
ORANGE COM. C. OF C., Robert W. Burns, Secy-Mgr., 20 Plaza Sq. Local. 2. Sites, Bldgs.
Oroville—OROVILLE C. OF C., Miss Patsy O'Neill, Secy. (x)
Oxnard—OXNARD C. OF C., Robert E. Tremaine, Mgr., Box 867. Local. 3. Sites, Bldgs.
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PALO ALTO C. OF C., Linn Winterbotham, Mgr., 725 University Ave., Box 1159, (x)
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JAMES M. McMICHAEL, 380 E. Green St. (x)
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Placentia—PLACENTIA C. OF C., Ed Fischle, Pres., 107 W. Santa Fe, (x)
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SAN BERNARDINO CTY. BD. OF TRADE, A. B. Groos, Dir. Industry, 196 N. 3rd, Local. 3. Sites. Bldgs.
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CITY OF SAN DIEGO IND. COMMISSION, Harry Silke, Ind. Coord., Civic Center, Local. 2. Sites.
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SAN DIEGO GAS & ELEC. CO., H. O. Craghead, Supv. of Power Sales, 861 6th Ave. (x)
SAN DIEGO HARBOR DEPT., 1365 Harbor Dr. (x)
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ATCHISON, TOPEKA & SANTA FE Rwy., J. E. Place, Ind. Agt., 114 Sansome St. Regional. 3. Sites. Bldgs.
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BANK OF CALIFORNIA, Dexter Bramhall, California & Sansome Sts.
BOOZ, ALLEN & HAMILTON, James L. Allen, Sr., Partner, 120 Montgomery St. Regional. (x)
CALIF. DEPT. OF EMPLOYMENT, Harley Norris, Ind. Dev. Rep., 745 Franklin St. State. (x)
CALIF. RESEARCH CORP., H. G. Vesper, Pres., 200 Bush St. (x)
CALIF. STATE C. OF C., James Mussati, Gen. Mgr., 350 Bush St. State. 49.
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CONSULTING ENGRS. ASSN. OF CALIF., Pecos H. Calahan, Ex. Secy., 9 First St. (x)
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CROCKER ESTATE CO., 660 Mkt. St. (x)
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FIRST WESTERN BANK & TRUST, N. John Thompson, 405 Montgomery St.
FRANK P. GOMEZ, 400 Montgomery St. Regional. 2. Sites. Bldgs. Funds.
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F. BURT HULTING, RLTR., 58 Sutter St. (x)
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INDUSTRIAL PLANNING ASSOCIATES, Stuart P. Walsh, Dir., 260 California St. National. 5.
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MILTON MEYER, Victor Marcus, 39 Sutter St.
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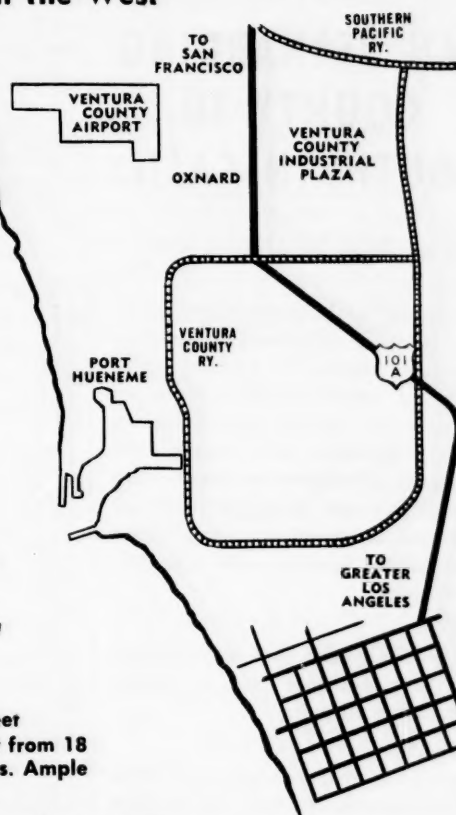
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Secitia—FLEISHER & SPAIN RLTRS. (x)

Selma—SELMA C. OF C., Lewis Nelson, Pres., 2016 Front St. Local 1. Sites. Bldgs.

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Sonora—TUOLUMNE CTY. C. OF C., John J. Muzio, Secy., P. O. Box 277. (x)

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South San Francisco—S. SAN FRANCISCO C. OF C., L. D. McLeod, Secy., 216 Linden Ave. (x)

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STOCKTON IND. SITES, INC., Ralph W. Ring, 1105 N. El Dorado. (x)

JACK WILLIAMS, IND. RLTR., Rm. 9, Tomel Bldg., N. El Dorado & Magnolia Sts. (x)

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Turlock—TURLOCK C. OF C., Marcus S. Johnson, Mgr. (x)

Tustin—TUSTIN C. OF C., Dr. H. M. Stanton, Box 36.

Ukiah—UKIAH & MENDOCINO CTY. C. OF C., C. Paul Sutterley, Mgr., 105 N. Main St. Local 2. Sites.

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UPLAND C. OF C., Mrs. Lillian O. Hilde, Secy.-Mgr., 130 E. 9th St. (x)

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COLORADO

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Boulder—BOULDER C. OF C., F. W. Reich, Mgr., 1233 Spruce, Local 3. Sites. Bldgs. Funds.

MT. STATES ASSN., F. W. Reich, Secy. (x)

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BRIGHTON IND. DEV. CORP., c/o Chamber of Commerce. (x)

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Fort Morgan—FORT MORGAN C. OF C., Olin L. Webb, Mgr., 403 Main St. Local 2. Sites. Bldgs.

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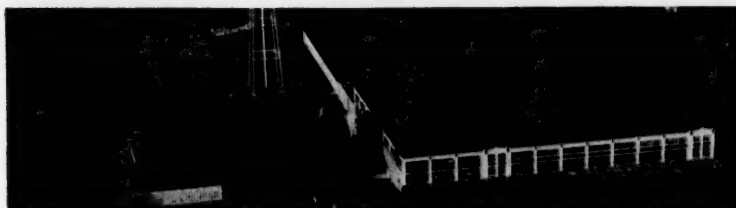
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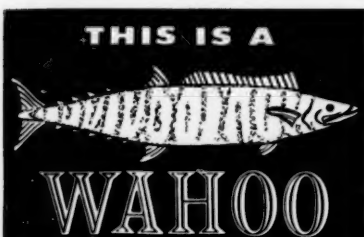
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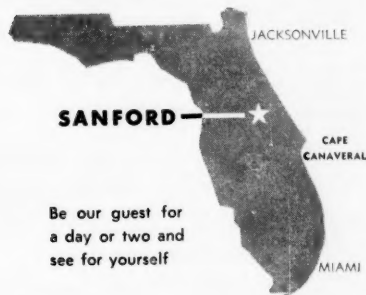
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AMERICUS-SUMTER CTY. DEV. CORP., H. Phil Jones, Pres., Forsyth St. Local. Sites. Bldgs. Funds.
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TURNER CTY. ENTERPRISES, INC., Mrs. Miriam Holmes, Secy.
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FULTON NATL. BANK, W. V. Crowley, Pres., 55 Marietta St., Box 4387. State. Sites. Bldgs. Funds.
GA. DEPT. OF COMM., Abit Massey, Director, 100 State Capitol. State. 22. Sites. Bldgs. Funds.
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IRA H. HARDIN CO., David B. Reed, Mgr. of Dev. 174 Mills St., N. W. Regional. 1. Sites. Funds.
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BAINBRIDGE-DECATUR CTY. IND. CORP., Joe Chance, Mgr., West St. Local. 2. Sites. Bldgs. Funds.
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GRTR. CAMILLA, INC., B. T. Burson, Pres. (x)
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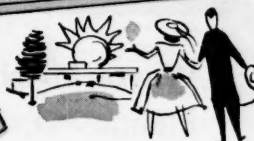
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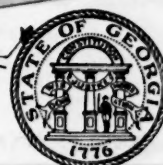
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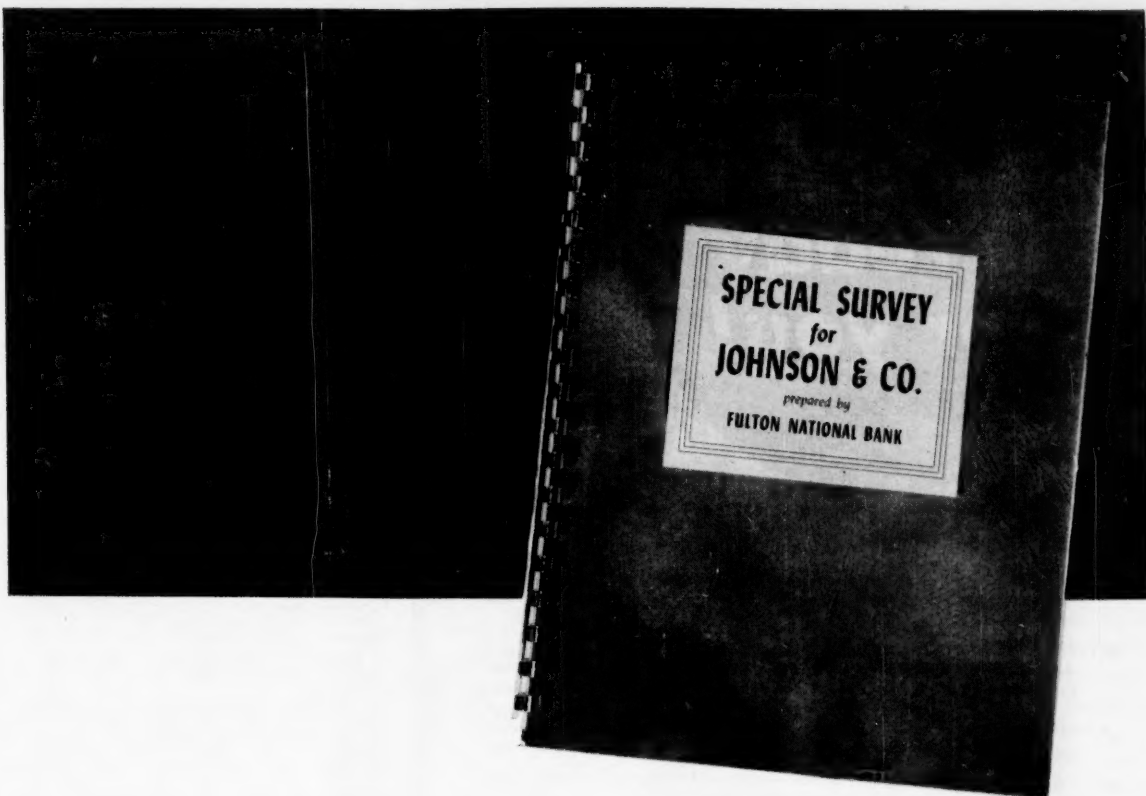
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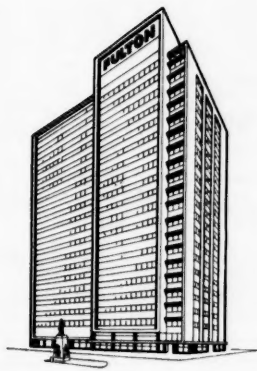


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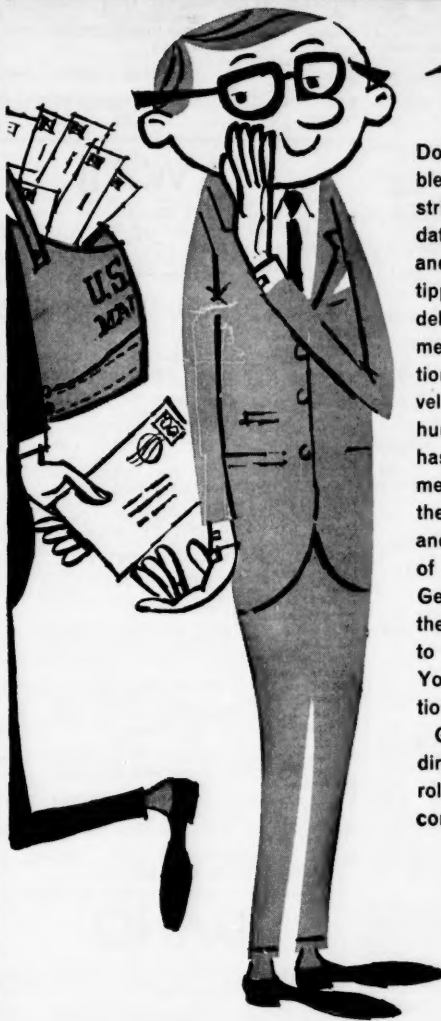
GEORGIA

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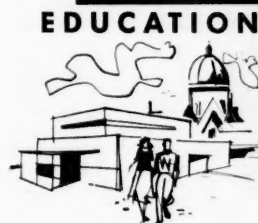
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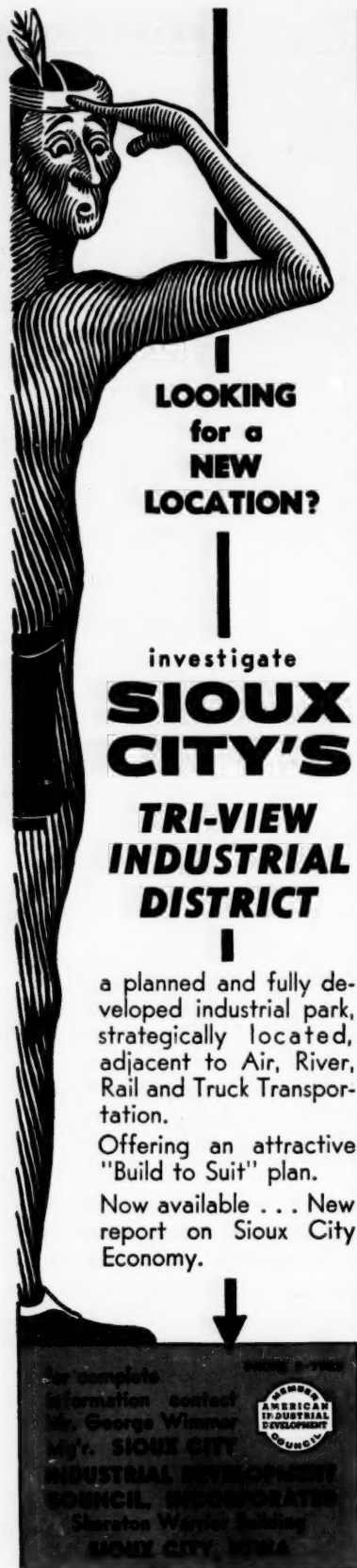
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CHICAGO GRT. WESTERN R.WY., H. C. Shirer, 1800 S. W. 9th. (x)

CHICAGO, ROCK ISLAND & PACIFIC R. R., Frank E. Quick, AGFA, 525 Insurance Exchange Bldg. (x)

DES MOINES IND. BUREAU, Sidney R. Bradley, Ex. Dir., 510 Equitable Bldg. Local. 2 Sites. Bldgs. Funds.

DONAHOE INVESTMENT CO., E. J. Donahoe, 401 Fleming Bldg. Local. 8 Sites. Bldgs. Funds.

Adams, Gen. Secy., 510 Equitable Bldg. GRTR. DES MOINES C. OF C., John D. Regional. 20 Sites. Bldgs. Funds.

IOWA DES MOINES NATIONAL BANK, M. M. McMichael, Asst. V. P. (x)

IOWA DEVELOPMENT COMMISSION, Ed. N. Storey, Dir., 200 Jewett Bldg. State. 13 Sites. Bldgs. Funds.

IOWA POWER & LIGHT CO., N. Bernard Gussett, Pres., 823 Walnut. State. 2 Sites. Bldgs.

NEAL & CO., RLTRS., Paul Neal, Pres., 825 Locust. Regional. 4 Sites. Bldgs. Funds.

De Witt—DE WITT IND. BD., Vern Carlson. (x)

Dubuque—
DUBUQUE C. OF C., M. S. Englebrecht, Mgr. (x)
INTERSTATE POWER CO., L. L. Peterson, V. P., 1000 Main. Local. Sites. Bldgs. Funds.

INTERSTATE POWER CO., C. F. Sonnenberg, Dist. Mgr. Sites. Bldgs.

Dyersville—DYERSVILLE IND. COMM., R. H. Willenborg, Chm. Local. Sites. Bldgs.

Eagle Grove—EAGLE GROVE C. OF C., Neil Hartlep, Mgr.

Eldora—
ELDORA C. OF C., W. D. Schnirring. (x)
IOWA ELEC. LIGHT & POWER CO., Virgil J. Schmidt, Div. Comm. Mgr. (x)

Eldridge—ELDRIDGE DEV. COMMISSION, Dr. Donald Fuller, Chm. (x)

Emmetsburg—
EMMETSBURG C. OF C., A. R. McDonald, Ex. Secy. (x)
EMMETSBURG INDUSTRIAL CORP., Joseph L. Hanson, Local. Sites. Bldgs.

Estherville—ESTHERVILLE C. OF C., Robt. G. Beckley, Mgr., 101 N. 6th St. Local. 2 Sites. Bldgs.

Fairfield—FAIRFIELD C. OF C., John Schuepe, Mgr. (x)

Fontanelle—FONTANELLE PROF. PROCUREMENT & IND. DEV. ASSN., R. E. Wellenhaupt, Secy. (x)

Forest City—
FOREST CITY DEV. INC., Benjamin F. Carter, Jr., Secy., 106 N. Clark St. Local. 1 Sites. Bldgs. Funds.

A. KENNETH HANSON, REAL ESTATE & INS., Best. St. (x)

Fort Dodge—FT. DODGE C. OF C., W. J. Terill. (x)

Fort Madison—FT. MADISON BUS. & IND. COMM., R. Humphrey, Ind. Dir., 835 Ave. G Local. 1 Sites. Bldgs. Funds.

Garner—GARNER C. OF C., IND. COMM., Wm. Baggs, Chm., 385 State St. Local. 1 Sites. Bldgs. Funds.

Glenwood—
GLENWOOD DEV. CORP., John Dean. (x)
IOWA POWER & LIGHT CO., John A. Wilson, Dist. Mgr. Local. Sites. Bldgs.

LEWIS G. RODMAN, RLTR. (x)

Grand Junction—GRAND JUNCTION DEV. ASSOC., J. E. Brady, Chm. (x)

Greene—GREENE COMMERCIAL CLUB, Dale E. Wildman, Pres. (x)

Greenfield—GREENFIELD COMM. DEV. ASSOC., Mr. Donnellan. (x)

Grinnell—
GRINNELL C. OF C. IND. COMM., H. F. Hines, Secy., 822 5th Ave. Local. 1 Sites. Bldgs.

IOWA SOU. UTILITIES CO., E. T. Gray, Dist. Mgr., Box 190, 907 Broad St. Local. 38 Sites. Bldgs.

Griswold—GRISWOLD C. OF C., Chas. Vanderbur, Pres. (x)

Grundy Center—GRUNDY CENTER IND. CORP., L. C. Pike, Treas. (x)

Hampton—HAMPTON C. OF C., Mrs. J. Robinson, 221 7th St., S. E. Local. 1 Sites. Bldgs.

Harlan—HARLAN C. OF C., Harold Sweey, Mgr., City Hall. (x)

Hawarden—HAWARDEN C. OF C., Chas. Sedgwick, Jr., 706 Central Ave. (x)

Holstein—HOLSTEIN COM. DEV. CORP., H. P. Kuth, Secy. (x)

Humboldt—HUMBOLDT CTY. DEV. CORP., Paul Silbaugh, Pres. (x)

Independence—INDEPENDENCE C. OF C., Mrs. Bethany N. Hamilton. (x)

Indianola—INDIANOLA DEV. CORP., Alden R. Cowdin, Pres., 202 W. Ashland St. Local. Sites. Bldgs. Funds.

Iowa City—IOWA CITY C. OF C., Keith B. Kafer, Mgr. (x)

Iowa Falls—
IOWA FALLS C. OF C., Robert Barlow. (x)
IOWA FALLS IND. DEV. CORP., R. W. Barlow, Pres., c/o Fred Diesling, P. O. Box 802. (x)

Jefferson—
JEFFERSON C. OF C., Leo Gordon, Mgr., 109 E. Lincolnway. Local. 2 Sites. Bldgs. Funds.

JEFFERSON DEVELOPMENT CORP., Wm. Hutchinson, 109 E. Lincolnway. (x)

Keokuk—KEOKUK C. OF C., James S. Kettering, Mgr., 401 Main St. Local. 4 Sites. Bldgs.

UNION ELEC. POWER CO., H. A. Stephenson. (x)

Knoxville—
IOWA POWER & LIGHT CO., Howard O. Werts, Dist. Mgr. Local. Sites. Bldgs.

KNOXVILLE C. OF C., Ed. E. Frank, Ex. Secy., 223 E. Main St. Local. 1 Sites. Bldgs. Funds.

Lake Park—
LAKE PARK C. OF C., Don F. Carlson. (x)
G. C. RUWE. (x)

Laurens—LAURENS C. OF C., L. J. Hawley, Ind. Chm., 321 S. Third St. Local. Sites. Bldgs. Funds.

LeGrand—LEGRAND COM. ENT., INC., John W. Rhodes, Pres. Local. 1 Sites. Bldgs. Funds.

Lemars—
LEMARS C. OF C., E. W. Rogers. (x)
LEMARS DEV. COMM., D. F. Ketelsen. (x)

Lenox—LENOX DEV. CORP., W. J. Kopp, Secy. (x)

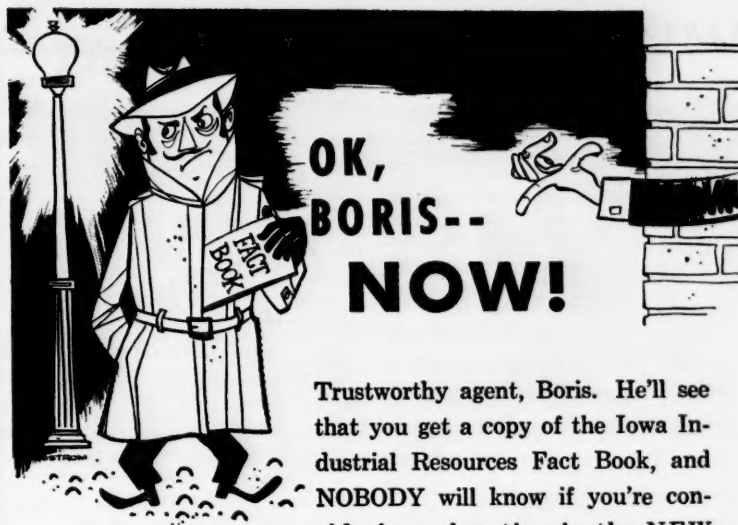
Leon—LEON C. OF C., Alvin L. Varner, Chm., 222 N. Main. Local. Sites. Bldgs. Funds.

Luverne—FARMERS STATE BANK, E. J. Lindebah, Cashier. (x)

Malvern—MALVERN COMMERCIAL CLUB IND. DEV. COMM., C. L. Hertz, Chm. (x)

IOWA-KANSAS

Manchester—**FARMERS & MERCHANTS SAVINGS** BANK, R. E. Tool, Pres., Main & Franklin. Local. 15. Sites. Funds.
MANCHESTER C. OF C., D. C. McCormac, Secy., 4 Meggenburg Bldg. Local. 1. Sites. Bldgs. Funds.
MANCHESTER ENTERPRISES, Dr. Tyrrell, 210 N. Franklin.
MANCHESTER IND. DIST., MANCHESTER ENTERPRISES, 210 Franklin.
Manson—**MANSON IND. DEV. COMM.**, Dave O'Leary, Pres. (x)
Mapleton—**FIRST STATE BANK**, Orval Spahn, V. P., 402 Main St. (x)
MAPLETON IND. DEV. COMM., Orval Spahn, Chm. (x)
Maquoketa—**MAQUOKETA C. OF C.**, W. D. McCausland. (x)
Marion—**MARION C. OF C.**, Phil Morris. (x)
MONTGOMERY & CO., RLTRS., H. E. Montgomery, 740 7th Ave. (x)
Marshalltown—**MARSHALLTOWN C. OF C.**, Calvin D. Neve, Mgr., Box 484. Local. 2. Sites. Bldgs.
Mason City—**CHICAGO GRT. WESTERN R. R.**, J. H. McWaters, Div. Frl. Agt. (x)
FIRST NATL. BANK OF MASON CITY, R. J. Zimmer, Pres., 5 N. Federal. Local. Sites. Bldgs. Funds.
INTERSTATE POWER CO., Chas. E. Stickland, Vice Pres., 22 2nd. N. W. (x)
MASON CITY C. OF C. IND. DEPT., Ralph Shelton, Mgr., 823 Brick & Title Bldg. Local. 2. Sites. Bldgs. Funds.
ROMEY CO., Russ B. Gray, Rltr. (x)
Mediapolis—**MEDIAPOLIS IND. COMM. OR BUS. MEN'S CLUB**, Evan Wilson. (x)
Missouri Valley—**IOWA POWER & LIGHT CO.**, Jack Chick, Dist. Mgr. Local. Sites. Bldgs.
Monona—**MONONA DEV. CORP.**, Leon Birdsall, Pres. (x)
Monticello—**MONTICELLO DEV. CORP.**, Earl H. DeShaw, M. D., 221 E. 1st. Local. Sites. Bldgs. Funds.
Mt. Airy—**IOWA SOU. UTILITIES CO.**, Darrell E. Reed, Dist. Mgr. Local. 5. Sites. Bldgs.
MT. AYR IND. COMM., Raymond Barker, Chm. (x)
Mt. Pleasant—**MT. PLEASANT IND. DEV. BD.**, Robt. Dennis, Ex. Secy. (x)
Muscantine—**MUSCATINE DEV. CORP.**, Harold W. Ogilvie, Ex. Dir., 109 W. Mississippi Drive. Local. 1. Sites. Bldgs.
New English—**N. ENGLISH COMM. DEV. CORP.**, V. Jansen, Secy. Local. 1. Sites. Bldgs. Funds.
New Hampton—**NEW HAMPTON IND. CORP.**, J. E. Feuling. (x)
New London—**NEW LONDON C. OF C.**, Dr. Paul McPherson, Secy. (x)
Newton—**NEWTON C. OF C.**, Neal P. Hammer, Ex. Secy., Natl. Bk. Bldg. (x)
Olewein—**INTERSTATE POWER CO.**, Fred C. Lynes, Dist. Mgr., 24 S. Fred Ave. (x)
OELWEIN C. OF C., J. R. Dunlap, Ex. Secy., 9 1st St., S. E. Local. 2. Sites. Bldgs. Funds.
Osage—**OSAGE IND. DEV. COMMITTEE**, C. Wentworth, Chm. Local. Sites. Bldgs.
Osceola—**OSCEOLA IND. COMM.**, C. D. Friday, Chm., c/o Ch. of Comm. (x)
Oskaloosa—**IOWA POWER & LIGHT CO.**, Pearl Wilbur, Dist. Mgr. Local. Sites. Bldgs.
OSKALOOSA C. OF C., Clifford Dodson, Ex. Secy., 124 N. Mkt. Local. 2. Sites. Bldgs. Funds.
Ottumwa—**FIDELITY SAVINGS BANK**, M. O. Stevens, Pres., 131 E. Main St. Local. Funds.
OTTUMWA C. OF C., H. S. Byrum, Mgr., 106 N. Court, Box 557. Local. 5. Sites. Bldgs. Funds.
Panora—**CHIL. WILW. ST. PAUL & PACIFIC R.WY.**, G. J. Foxhoven. (x)
Perry—**PERRY INDUSTRIES, INC.**, Chas. I. Joy, Pres., 1107 2nd St. Local. 2. Sites. Bldgs. Funds.
Pocahontas—**POCAHONTAS C. OF C.**, Wm. Markovits. (x)
Red Oak—**IOWA POWER & LIGHT CO.**, F. E. O'Malley, Dist. Mgr. Local. Sites. Bldgs.
RED OAK C. OF C., Jr. Clark, Mgr. (x)
Rock Rapids—**ROCK RAPIDS C. OF C.**, J. J. Porter, 114 S. Marshall. Local. 1. Sites. Bldgs.
Rockwell—**ROCKWELL CITY COMM. DEV. COMM.**, Robt. Morton, Chm. (x)



IOWA DEVELOPMENT COMMISSION • 618 Jewett Building • Des Moines, Iowa

Sac City—**SAC CITY C. OF C.**, E. L. Swanson, Secy. (x)
Schleswig—**SCHLESWIG BUS. MEN'S CLUB**, Leonard P. Hollander, Secy. (x)
Sheldon—**SHELDON C. OF C.**, Mrs. Melba McLean, Ex. Secy., 416 9th St. Local. 1. Sites. Bldgs.
Shenandoah—**IOWA POWER & LIGHT CO.**, L. S. Baker, Manager. (x)
SHENANDOAH C. OF C., James M. Ward, Mgr., Box 58. Local. 2. Sites. Bldgs. Funds.
Sidney—**SIDNEY COM. DEV. CORP.**, James Pullman, Jr., Pres. (x)
Sigourney—**SIGOURNEY DEV. INC.**, Mr. Green, Prof. Bldg., P. O. Box 147. Local. Sites. Bldgs. Funds.
Sioux City—**IOWA PUBLIC SERVICE SO.**, 602 6th St., Box 778.
SIoux CITY IND. DEV. COUNCIL, INC., G. R. Wimmer, Mgr., Sheraton-Warrior Bldg. Local. 2. Sites. Bldgs. Funds.
Spencer—**SPENCER C. OF C.**, Glen Scott, Ex. Secy., 10 E. 4th St. (x)
Spirit Lake—**SPIRIT LAKE INDUSTRIES, INC.**, Neal Cain, Secy., 1803 Hill Ave. Local. 2. Sites. Bldgs. Funds.
Stanwood—**STANWOOD DEV. ASSOC., INC.**, Evelyn N. Rigby, Secy. (x)
Storm Lake—**STORM LAKE C. OF C.**, Lee Wallin, Ex. Secy., 600 Lake Ave. Local. 2. Sites. Bldgs. Funds.
Story City—**STORY CITY TRADE EXTENSION**, Otis Frette, Chm. (x)
Strawberry Point—**STRAWBERRY POINT C. OF C.**, Wm. S. Kubicek, Chm. (x)
Summer—**SUMNER DEV. CORP.**, Allen Kroblin, Chm. Local. 1. Sites. Bldgs. Funds.
Tripoli—**TRIPOLI COM. DEV. COMM.**, Elmer Wilharm, Chm. (x)
Villisca—**VILLISCA C. OF C.**, Harold Bickford, Chm. (x)
Wall Lake—**WALL LAKE C. OF C.**, John W. Schroeder. (x)
Wapello—**WAPELLO IND. DEV. COMM.**, W. C. Weaver. (x)
WAPELLO LIGHT CO., H. Eugene Woodwin, Mgr. (x)

Washington—**WASHINGTON IND. CORP.**, Keith L. Vetter, Pres., P. O. Box 514. (x)
Waterloo—**GUERNSEY BROS. INC.**, Max E. Guernsey, 402 W. 4th St.
WATERLOO C. OF C., L. A. "Pat" Touchae, Ex. V. P., 229 W. 5th St. Local. 5. Sites. Bldgs.
WATERLOO IND. DEV. ASSN., Harry M. Reed, Secy., 537 Black Bldg. Local. 1. Sites. Bldgs. Funds.
Waverly—**WAVERLY C. OF C.**, John C. Bailey, Mgr., 86 Bremer Ave. Local. 2. Sites. Bldgs. Funds.
WAVERLY IND. DEV. CORP., John C. Bailey, Ex. Secy., 86 E. Bremer Ave. Local. 2. Sites. Bldgs. Funds.
Webster City—**WEBSTER CITY C. OF C.**, John D. Sebold, Ex. Secy., Willson Hotel Bldg. Local. 2. Sites. Bldgs. Funds.
WEBSTER CITY IND. GO-AHEAD, INC., John Sebold, Willson Hotel Bldg. (x)
West Des Moines—**W. DES MOINES C. OF C.**, Mrs. Bonnie McFadden. (x)
West Union—**INTERSTATE POWER CO.**, (Central District), Doyle Jurney, Dist. Mgr. Sites. Bldgs.
WEST UNION C. OF C., John L. Moorman, Secy., 122 S. Vine St. Local. Sites. Bldgs.
What Cheer—**WHAT CHEER LIONS CLUB**, Richard Fritz, Com. Dev. Chm. Local. ites. Bldgs.

KANSAS

The Empire District Electric Company, (serving Southeast Kansas) R. K. Barratt, Dir. of Indus. Dev., Joplin, Missouri. Direct Dial 417 MAYfair 3-4700.

Abilene—**ABILENE C. OF C.**, Don C. Steffes, Secy.,

KANSAS

Sunflower Hotel, Local. 2. Sites. Bldgs. Funds.

ABILENE IND. CORP., INC., Clyde N. Quick, Secy., c/o Ch. of Comm. (x)

Anthony-ANTHONY IND. DEV. CORP., Lyle Harris, Pres., 317 W. Main St. Local. Sites. Bldgs. Funds.

Arkansas City—
ARKANSAS CITY C. OF C., H. P. Gibson, Mgr. (x)
ARKANSAS CITY IND. CORP., Donald Hickman, Pres., Home Natl. Bk. Bldg. Local. 2 Sites. Bldgs. Funds.
S. CENTRAL KAN. ECON. DEV. COUNCIL, Don Hickman, Chm. (x)
STROTHER FIELD AUTHORITY, Attn. Airport Mgr., Strother Field. (x)

Atchison—
ATCHISON C. OF C., 125 North 5th. Local. 2 Sites. Bldgs.
ATCHISON IND. DEV. ASSN., c/o Ch. of Comm., Keith E. Meade, Secy-Treas., 125 N. 5th. Local. 1. Sites. Bldgs. Funds.
INDUSTRY, INC., J. W. Lowry, 125 North 5th. Local. Sites. Bldgs. Funds.
Augusta—
AUGUSTA C. OF C., H. G. Hutchison (x)
Baxter Springs—
BAXTER SPRINGS C. OF C., A. G. Gill. (x)
BAXTER SPRINGS IND. DEV., INC., A. G. Gill, c/o Ch. of Comm. (x)
Belleville—
BELLEVILLE IND. DEV., INC., Percy M. Collins, Jr., c/o Ch. of Comm. (x)
Beloit—
BELOIT IND. DEV. CORP., Gene Niewald, c/o Ch. of Comm. (x)
Caney—
CANEY INDUSTRIES, M. E. Sawyer, Ch. of Comm. (x)
CANEY PLANNING & DEV. ASSN., M. D. Sawyer, Secy. (x)
Chanute—
CHANUTE C. OF C., Leslie A. Matthews, Mgr. (x)
Cherryvale—
CHERRYVALE DEV. CO., INC., c/o Ch. of Comm. (x)
Chetopa—
CHETOPE C. OF C., INC., Miss Matilda E. Osborn, c/o Ch. of Comm. (x)
Clay Center—
CLAY CENTER INV. DEV. CORP., Ed Bauer, Chm. Local. 1. Sites. Bldgs. Funds.
Coffeyville—
COFFEYVILLE C. OF C., James O. Taylor, Ind. Div., Box 510.
COFFEYVILLE INDUSTRIES, INC., C. W. Hunt, c/o Ch. of Comm. (x)
Colby—
COLBY DEVELOPMENT, INC., W. G. Garner, Pres., 482 N. Franklin Ave. Local. Sites. Bldgs. Funds.
Columbus—
COLUMBUS C. OF C., George R. Field, Secy.-Mgr. (x)
COLUMBUS IND. ASSN., Fayette Rowe, Secy. (x)
Concordia—
CONCORDIA C. OF C., Heber McDowell. (x)
CONCORDIA DEV. CO., INC., J. Melvin Decker, Jr., c/o Ch. of Comm. (x)
Council Grove—
GRTR. MORRIS CTY. DEV. CORP., David H. Hellman, c/o Ch. of Comm. (x)

Dodge City—
DODGE CITY IND. DEV. CORP., Ike Bassett, Resident Agt., 203 W. Spruce, c/o Ch. of Comm. Local. 2 Sites. Bldgs. Funds.
KERKHOFF REAL ESTATE CO., T. T. Kerkhoff, 305 1st Ave. (x)
WESTERN KAN. PETROCHEMICAL COUNCIL, George Weeks, Secy. (x)
Downs—
DOWNS ENTERPRISES, Lee Garey, c/o Ch. of Comm. (x)
Eldorado—
EL DORADO C. OF C., Harlan L. Remsberg, c/o Ch. of Comm. (x)
Ellinwood—
ELLINWOOD C. OF C., Mrs. La Vona Shepherd. (x)
Ellsworth—
ELLSWORTH C. OF C., Mrs. Verna Leuty. (x)
Emporia—
EMPORIA C. OF C., H. E. Hamlin, Mgr., Box 308. Local. 3
EMPORIA ENTERPRISES, INC., H. E. Hamlin, Box 308. Local. 3. Sites. Bldgs. Funds.
Eureka—
EUREKA IND. DEV., INC., H. V. Rockhill, c/o Ch. of Comm. Local. Sites. Bldgs. Funds.
Fort Scott—
CRAIN RLTY CO., Robert T. Crain, Vice Pres., 13 E. Wall St. Local. 3. Sites. Bldgs. Funds.
FORT SCOTT C. OF C., Earl Yore, Pres., 15 N. Main St. Local. 2 Sites. Bldgs. Funds.
FT. SCOTT INV. CO., INC., R. T. Crain, c/o Ch. of Comm. (x)

Garden City—
GARDEN CITY C. OF C., Robt. R. Long, Mgr., 202 N. Main. Local. 3. Sites. Bldgs. Funds.
GARDEN CITY DEV. INC., Robert B. Shelton, c/o Ch. of Comm. (x)
GARDEN CITY WESTERN RWY. (x)
WESTERN KANSAS MFGRS., INC., Dale Fry, Pres. (x)

Garnett—
GARNETT IND. DEV. CORP., Gwinn G. Shell, Secy.
Girard—
GIRARD C. OF C., Mrs. Gladys E. Bollwinkel. (x)
Goodland—
GOODLAND C. OF C., J. C. Sandwhite, Secy.-Mgr., 923 Main. Local. 2.

Great Bend—
CENTRAL KANSAS DEV. CREDIT CORP., Kent Collier, Secy.-Treas., Box 44. Regional. Funds.
GREAT BEND C. OF C., K. Collier, Mgr., 2017 Larkin Ave. Local. 3. Sites. Bldgs.
GREAT BEND DEV. CO., INC., E. E. Lewis, c/o Ch. of Comm. (x)
Greensburg—
GREENSBURG C. OF C., Paul Lucas. (x)
Halstead—
HALSTEAD IND. FOUNDATION, V. E. Chesky, Jr., c/o Ch. of Comm. (x)

Hanover—
HANOVER INDUSTRIAL CORP., Charles T. Schwartz, Secy. (x)
HANOVER DEV. CORP., Chas. T. Schwartz, Secy. Local. Sites. Bldgs. Funds.

Hays—
HAYS CHAMBER OF COMMERCE, Dale L. Dunn, Mgr., 1200 Main. (x)
HAYS INDUSTRIES, INC., Dale L. Dunn, Secy., 1200 Main St. Local. 2. Sites. Bldgs. Funds.
Western Kansas Dev. Assn., L. D. Wooster, Ex. Secy., P. O. Box 581. (x)

Herington—
HERINGTON C. OF C., Miss Imogene Ferguson. (x)
Hiaawatha—
HIAWATHA IND. DEV., INC., H. L. Schram, Secy. (x)
Hill City—
HILL CITY C. OF C., Mrs. Dorothy Eckel. (x)
Hoisington—
HOISINGTON DEVELOP. MENTS, INC., Selden I. Peugh, Secy., Box 389. Local. Sites. Bldgs.
Holton—
HOLTON DEV. CO., INC., c/o Ch. of Comm. (x)
Horton—
HORTON C. OF C., Harlan R. Belden. (x)

Hutchinson—
HUTCHINSON & NORTHERN RWY. (x)
HUTCHINSON C. OF C., R. M. Faubian, Mgr. (x)
HUTCHINSON IND. DEV. CORP., Ray M. Faubian, c/o Ch. of Comm. (x)

Independence—
INDEPENDENCE C. OF C., Wayne M. Taylor, Mgr., P. O. Box 307. Local. 2. Sites. Bldgs. Funds.
INDEPENDENCE INDUSTRIES, INC., Wayne M. Taylor, Mgr., P. O. Box 307. Local. 2. Sites. Bldgs. Funds.

Iola—
IOLA C. OF C., Mrs. Bayard Twadell. (x)
IOLA INDUSTRIES, INC., Howard M. Immel, Secy. (x)

Junction City—
JUNCTION CITY C. OF C., G. C. Walpole, Mgr., 112 W. 6th. P. O. Box 437. Local. 3. Sites. Bldgs. Funds.
JUNCTION CITY IND. DEV. CO., INC., John Strain, Pres., 703 N. Washington St. Local. Sites. Bldgs. Funds.

Kansas City—
P. K. CUBBISON, RLTR., 378 New Brotherhood Bldg. (x)
KANSAS CITY C. OF C., E. Green, Jr., Ex. Mgr., Town House Hotel. Local. Sites. Bldgs.
KANSAS CITY KAW VALLEY RR, INC., 1709 Minnesota Ave. (x)
WYANDOTTE HOTEL CO., INC., c/o Ch. of Comm. (x)

Kingsman—
KINGSMAN IND. DEV. CORP., INC., J. B. Donley, Pres., 437 N. Cedar. (x)

Larned—
LARNED IND. DEV. CORP., c/o Ch. of Comm. (x)

Lawrence—
LAWRENCE IND. DEV. CORP., E. R. Zook, Secy., Wren Building. Local. 3. Sites. Bldgs. Funds.

Leavenworth—
LEAVENWORTH C. OF C., Logan W. Davis, Manager. (x)
LEAVENWORTH IND. DEV. CO., INC., J. V. Oliver, c/o Ch. of Comm. (x)

Liberal—
LIBERAL C. OF C., M. L. Goddard, Mgr., Warren Hotel Bldg., Box 943. Local. 2. Sites. Bldgs.

SOUTHWEST KANSAS DEV CO., INC., 203 Light Building. (x)

Lyons—
CENTRAL KAN. IND. DEV. ASSN., George Purdy, Chm. (x)
LYONS C. OF C., John M. Neely, Mgr., Local Ly-Kan. Local. Sites. Bldgs.
McPherson—
McPHERSON C. OF C., Earl N. Hemstreet, Secy.-Mgr., 118 North Ash St. Local. 4. Sites. Bldgs. Funds.

Manhattan—
MANHATTAN C. OF C., Lud C. Fiser, Ex. Mgr., 414 Poyntz, Box 649. Local. 3. Sites. MANFAX, INC., Luo C. Fisher, c/o Ch. of Comm. (x)

Marysville—
MARYSVILLE C. OF C., John Bernard. (x)
MARYSVILLE IND. DEV. CORP., Robert F. Galloway, c/o Ch. of Comm. (x)
Mission—
MISSION C. OF C., Mrs. Marge Parker. (x)

Moundridge—
MOUNDRIDGE IND. DEV., INC., John Adrian, Pres., c/o Ch. of Comm. (x)

Neodesha—
NEODESHA INDUSTRIES, INC., Clarence C. Cooper, c/o Ch. of Comm. (x)

Newton—
NEWTON C. OF C., R. D. Roberts, Secy.-Mgr., 114 W. 5th St. Local. 3. Sites. Bldgs. Funds.

Newtonville—
NEWTONVILLE FOUNDATION, INC., R. D. Roberts, Secy., 114 W. 5th St. Local. 2. Sites. Bldgs. Funds.

Norton—
NORTON C. OF C., Mrs. M. D. Catlett. (x)

Olathe—
OLATHE C. OF C., Chad A. Wymer. (x)

Onaga—
ONAGA DEV. ASSN., Chas Grutz-Rucher, c/o Ch. of Comm. (x)

Osage—
OSAGE INDUSTRIES, INC., c/o Ch. of Comm. (x)

Osawatomie—
OSAWATOMIE C. OF C., Wayne G. Fixley, Sec., 506 6th St. Local. 1. Sites. Bldgs. OSAWATOMIE IND. DEV. CORP., c/o Ch. of Comm. (x)

Ottawa—
OTTAWA C. OF C., Miss Peg Carr, Mgr. OTTAWA IND. DEV. INC., Walter E. Hegberg, c/o Ch. of Comm. (x)

Paola—
E. CENTRAL KAN. DEV. ASSN., Ward B. Runyan, Chm. (x)
PAOLA INDUSTRIES, INC., L. Perry Bishop, c/o Ch. of Comm. (x)

Parsons—
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PARSONS C. OF C., Tom Rose, Mgr., 1904 Broadway, Box 313. (x)
PARSON SCOM. HOTEL, INC., c/o Ch. of Comm. (x)

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PITTSBURG IND. DEV. CORP., Victor J. Walte, c/o Ch. of Comm. (x)
PITTSBURG IND. COMMISSION, Besse Hotel Bldg. (x)

Pratt—
PRATT C. OF C., B. Adams. Mgr. (x)

Russell—
RUSSELL C. OF C., Everett L. Dumler, Mgr. (x)
RUSSELL INDUSTRIES, INC., Everett Dumler, c/o Ch. of Comm. (x)

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SALINA, INC., J. M. Cranor, Secy., 112 W. Ash St. Local. 1.

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SCOTT CITY CH. OF COMM., Mrs. Ruth Beckley. (x)

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TONGANOXIE DEV. CO., INC., H. M. Younger, Pres. Local. Sites. Bldgs.

Topeka—
ATCHISON, TOPEKA & SANTA FE RWY., M. N. Nelson, Ind. Agt., Santa Fe Bldg. Regional. 3. Sites. Bldgs.
KANSAS IND. DEV. COMMISSION, John H. Sticher, Dir., State Office Bldg. State. 16. Sites. Bldgs.
KANSAS POWER & LIGHT CO., 808 Kansas Ave. (x)
KANSAS STATE C. OF C., Maurice E. Fager, Chm. Ind. Council. Mezzanine Hotel Kansas. (x)
KANZA IND. DIST., M. S. Winters, Pres., P. O. Box 962. (x)
TOPEKA C. OF C., W. R. Wright, Gen. Sec., 112 W. 7th St.
TOPEKA IND. FOUNDATION, INC., c/o Ch. of Comm. (x)

Wamego—
WAMEGO IND. DEV. CORP., Alfred Wille, Pres., 1407 W. 7th. Local. Sites. Bldgs. Funds.

KANSAS-KENTUCKY

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WELLINGTON C. OF C., Ralph E. Mullin.
(x)
WELLINGTON IND. DEV. CORP., J. Ray
Hill, c/o Ch. of Comm. (x)
Wichita—
BUILDERS, INC., IND. DIST., c/o Ch. of
Comm. (x)
KANSAS GAS & ELEC. CO., 201 N. Market
St., Raymond J. Shinn, Jr., Info. Dir. (x)
MIDLAND IND. PROPERTIES, INC., IND.
ADDITION TO WICHITA, c/o Ch. of
Comm. (x)
MIDLAND IND. RLTY. CO., H. M. Spar-
ling, P. O. Box 2281. (x)
ROBERT M. MOORE & SON, RLTRS., 1959
S. Oliver. Local. Sites. Bldgs.
ALTON H. SMITH CO., INC., 1402 Laura.
(x)
WICHITA C. OF C., H. W. Kratzer, Mgr.
Ind. Dept., 300 Miller Bldg. Regional. 2.
Sites. Bldgs.
J. P. Wiegand & Sons, Nestor R. Wiegand,
Partner, 110 N. Main.
Winfield—
WINFIELD C. OF C., J. R. Hill, Mgr.
Local. Sites. Bldgs. Funds.
WINFIELD DEV. CORP., INC., J. Ray Hill,
c/o Ch. of Comm. (x)

KENTUCKY

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Secy. (x)
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John Breitenstein, Evergreen Rd. (x)
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ASHLAND BD. OF TRADE, John W. Woods,
Jr., Ind. Dev. Chm. (x)
ASHLAND INDUSTRIAL CORP., H. R. Mc-
Whorter, Secy., Third Natl. Bank Bldg.
Local. 1. Sites. Bldgs. Funds.
REX R. CAUDILL RLTY CO., 202 Dawkins
Bldg. (x)
KY. POWER CO., F. M. Baker, V. P. & Gen.
Mgr., 15th St. & Carter Ave. State. 1. Sites.
Bldgs. Funds.
Auburn—AUBURN C. OF C., Kenneth H.
Robbins, Pres. Local. Sites. Bldgs. Funds.
Augusta—AUGUSTA C. OF C., Chester
Bryant, Secy. (x)
Adairville—ADAIRVILLE C. OF C., Chas. C.
Baird, Ind. Dev. Chm. (x)
Barbourville—BARBOURVILLE C. OF C.,
W. W. Elam, Jr., Pres. (x)
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BARDSTOWN C. OF C., Jack Kelly, Ex.
Secy. (x)
BARDSTOWN INDUSTRIES, J. S. Kelley,
Ex. Secy. Court Sq. Local. 1. Sites. Bldgs.
Funds.
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Beattyville—BEATTYVILLE C. OF C., J. M.
Smith, M. D., Pres. Local. Sites. Bldgs.
Beaver Dam—BEAVER DAM BD. OF
TRADE, Front Crow, Ind. Dev. Chm. (x)
Bellevue—BELLEVUE BUS. ASS., F. A.
Engelbrink, Exec. Secy. (x)
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C., Jack Smith, Ind. Dev. Chm. (x)
Burkesville—CUMBERLAND CTY. DEV.
ASSN., J. Schiek, M. D., Ind. Dev. Chm.
(x)
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som, Sr., Ind. Dev. Chm. (x)
Cadiz—TRIGG CTY. PLAN. & DEV. ASSN.,
Luther Thomas, Ind. Dev. Chm. (x)
Calvert City—CALVERT CITY IND. DIST.,
Luther Draffen, (x)
Campbellsville—
CAMPBELLVILLE C. OF C., H. T. Parrott,
Ind. Dev. Chm. (x)
TAYLOR CTY. AREA DEV. ASSN., c/o
Chamber of Commerce. (x)
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OF C., Charles Cox, Ind. Dev. Chm. (x)
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Winn A. Field, Ind. Dev. Chm. (x)
Cave City—CAVE CITY C. OF C., Geo. T.
Tucker, Ind. Dev. Chm. (x)
Central City—
CENTRAL CITY C. OF C., Shelby G. Stew-
art, Ind. Dev. Chm., N. First St. Local. 1.
Sites. Bldgs.
Muhlenberg Cty.—IND. DEV. FOUNDA-
TION, Dave Cohen, Pres. (x)
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Veatch, Ind. Dev. Chm. (x)
Columbia—
COLUMBIA-ADAIR CTY. DEV. ASSN., Herb
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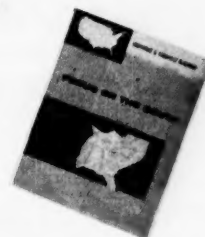


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ELIZABETHTOWN IND. FOUNDATION, P. O. Box 310 (x)
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ROCKCASTLE CTY. DEV. ASSN., Floyd Owens, Secy. (x)
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Williamsburg—**WILLIAMSBURG C. OF C.**, Dr. Dan Bowers, Ind. Dev. Chm. (x)
Winchester—**WINCHESTER C. OF C.**, M. T. Smith, Ind. Dev. Chm. (x)
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LOUISIANA

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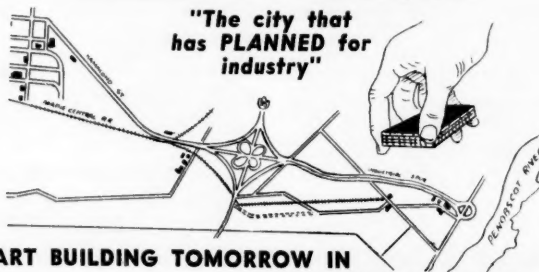
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MAINE-MARYLAND

Sanford—SANFORD-SPRINGVALE C. OF C., Wm. J. St. Onge, Ex. Mgr., 10 Washington St. Local 2 Sites, Bldgs.
Skowhegan—SKOWHEGAN C. OF C., John Seeley, Ind. Chm. (x)
South Paris—SOUTH PARIS DEV. COMMISSION, Howard McDonald. (x)
South Portland—GREATER PORTLAND PUB DEV. COMM., Willis J. Walsh, Plant Mgr., 169 Front St. Local 1, Bldgs, Funds.
Stacyville—STACYVILLE C. OF C., R. L. Feehey. (x)
Sullivan—SULLIVAN AREA DEV. ASSN., George Jellison. (x)
Swan's Island—SWAN'S ISLAND C. OF C., R. M. Stinson. (x)
Union—UNION C. OF C., Robert Heald. (x)
Union Dev.—COMMISSION, Ernest Cunningham. (x)
Unity—UNITY AREA COMMITTEE, W. T. Vickery. (x)
Van Buren—VAN BUREN C. OF C., D. J. Fournier, Ex. Secy. (x)
Vinalhaven—VINALHAVEN DEV. ASSOC., Everett Libby. (x)
Waldoboro—WALDOBORO IND. REALTY CO., INC., Maynard Genthner, Pres., Jefferson. St. (x)
Waterville—MAINE COLLEGE-COMMUNITY RES. PROGRAM RESEARCH COORDINATOR, 104 Johnson Hall. (x)
Waterville Area Ind. Dev. Corp., Francis J. McCabe, Ind. Agt., College Ave. Local 1, Sites, Bldgs.
Westbrook—WESTBROOK C. OF C. (x)
West Paris—WEST PARIS C. OF C., Stanley Perham. (x)
Wilton—WILTON C. OF C., Calvin Sewall. (x)
Winthrop—WINTHROP C. OF C. IND. DEV. CO. (x)
Wiscasset—WISCASSET IND. DEV. CORP., Brewster D. Dodgett. (x)
Yarmouth—YARMOUTH C. OF C., Lawrence M. Selleck. (x)
Yarmouth Dev. Assoc., Inc. (x)

MARYLAND

Aberdeen—ABERDEEN C. OF C., Box 365. (x)
Annapolis—ANNAPOLIS C. OF C., G. C. Boden, Mgr., 5 State Circle. (x)
Anne Arundel Cty. Trade Coun., Inc., Carvel Hall Hotel. (x)
Baltimore—RUSSELL T. BAKER & CO., 2118 N. Charles St. (x)
Baltimore Assn. of Comm., H. T. Douglas, Mgr., New Ind. Loc., 22 Light St. Local 4, Sites, Bldgs.
Baltimore C. OF C., Ch. of Comm. Bldg. (x)
BALTO. GAS & ELEC. CO., Robert J. George, Ind. Dev. Engr., 1102 Lexington Bldg. Local 1, Sites, Bldgs.
BALTIMORE IND. DEV. CORP., 2300 Sinclair Lane. (x)
BALT. & OHIO RAILROAD CO., Armath Knabe, Mgr. Ind. Dev., Rm. 1104, B. & O. Bldg. Regional 17, Sites, Bldgs.
CHAS. M. DIFFENDERFFER & CO., Chas. M. Diffenderffer, 2204 N. Charles.
DUNDALK C. OF C., 58 Parkway. (x)
PARKER W. FRAMES & CO., Parker W. Frames, Mezzanine Floor, Lord Baltimore Htl. Local 5, Sites, Bldgs.
EARLE W. GOODNOW, RLTR., 209-B Donnybrook Lane. (x)
IND. CORP. OF BALTIMORE CITY, Baltimore Life Bldg. (x)
INDUSTRIAL REALTY CO., INC., Wm. Martien, Pres., 2441 N. Chas. St. (x)
MANEKIN & CO., Bernard Manekin, 714 Garrett Bldg. (x)
WM. MARTIEN & CO., INC., Octavius W. Clark, 3200 Mathieson Bldg. (x)
MARYLAND PORT AUTHORITY, James W. Davis, Secy-Treas., Pier 2, Pratt St. State 1, Sites, Bldgs, Funds.
MD. STATE PLANNING COMMISSION, L. Alvin Pasarew, Dir., 100 Equitable Bldg. State 18, Sites, Bldgs.
MD. TRUST CO., B. J. Darnelle, Vice Pres., Calvert & Redwood Sts. (x)
PENNSYLVANIA RAILROAD, A. J. Roller, Mgr., Ind. Dev., Penna. Station, Regional 2, Sites, Bldgs.
W. C. PINKARD & CO., Walter Pinkard, 1901 First Nat'l. Bank. Bldg. (x)
ROLAND PARK REALTY CO., 4810 Roland Ave. (x)
15TH DIST. C. OF C., 5415 E. Dr. (x)
TOWN & COUNTRY REALTY, W. Curtis Stith, Pres., 32 W. 25th St. Regional. Sites, Bldgs.
UNION TRUST CO. OF MD., D. C. W. Ward, Jr., V. P., St. Paul & Baltimore Sts. Local 2, Sites.
WESTERN MD. RAILWAY CO., Wm. E. Johnston, Mgr. Ind. Dev., 300 St. Paul Place, Regional 4, Sites, Bldgs.
WHITMAN, REQUARDT & ASSOC., 1304 St. Paul St. (x)
Bel Air—BEL AIR C. OF C., 24 Office St. (x)
Beltsville—BELTSVILLE IND. CENTER, Ralph B. Williams, Mgr., 10500 Ewing Rd. Local Sites, Bldgs.
Berlin—BERLIN C. OF C., John H. Pigman, Industrial Committee. (x)
Bethesda—BETHESDA-CHEVY CHASE C. OF C., James A. Barr, Ex. Secy., Suite 401, Perpetual Bldg. (x)
Brunswick—BRUNSWICK BD. OF TRADE, c/o Potomac Edison Co. (x)
BRUNSWICK IND. DEV. COMMISSION, Bank of Brunswick.
Cambridge—CAMBRIDGE-DORCHESTER C. OF C., INC., Donald H. Hold, Pres. Ind. & Bus. Dev. Comm., Box 205, Local 1, Bldgs.
Centreville—CENTREVILLE C. OF C., P. L. Hockman, Chm., Ind. Procurement Comm. Local Sites, Bldgs.
Chestertown—CHESTERTOWN BUSINESSMEN'S ASSN., Preston P. Heck, Exec. Secy. (x)
CHESTERTOWN IND. DEV. CORP., c/o Chestertown Businessmen's Assn., 111 Court St. (x)
Crisfield—CRISFIELD C. OF C., Jarrett M. Ward, Pres. (x)
CRISFIELD IND. DEV. CORP., City Hall.
Cumberland—CUMBERLAND C. OF C. IND. PROM., Thomas W. Morris, Dir., Box 598, Local 4, Sites, Bldgs, Funds.
CUMBERLAND IND. DEV. CO., INC., Thomas W. Morris, Dir., Box 598, Local 4, Sites, Bldgs, Funds.
Deale—DEALE & SOU. ANNE ARUNDEL CTY. C. OF C., Broadwater Rd.
Dundalk—T. R. FITZELL & ASSOC., First Natl. Bank Bldg. (x)
Easton—EASTON C. OF C., Box 203. (x)
Elkton—ELKTON C. OF C., Mabel Cassidy. (x)
Ellicott City—HOWARD CTY. BOARD OF TRADE, Court House. (x)
Emmitsburg—EMMITTSBURG C. OF C.
Federalburg—FEDERALSBURG C. OF C. (x)
Frederick—FREDERICK C. OF C., Joseph P. Rhoderick, Ex. Mgr., Route #5, Local 2, Sites, Bldgs, Funds.
Glen Burnie—GLEN BURNIE C. OF C., Harold T. Colley, Secy., 16 Baltimore-Annapolis Blvd. (x)
Hagerstown—HAGERSTOWN C. OF C., J. W. Stone, Mgr., 5 E. Washington St. Local Sites, Bldgs.
POTOMAC EDISON CO., B. G. Atwood, Mgr., Area Dev., 55 E. Washington St. Regional 3, Sites, Bldgs.
Hampstead—HAMPSTEAD C. OF C., Lewis S. Hughes, Secy., 214 N. Main St. (x)
Harve De Grace—HARFORD CTY. IND. DEV. COMM., 303 St. John St. (x)
HAVRE DE GRACE C. OF C., L. H. Lockhart, 303 St. John St. (x)
Hollywood—ST. MARY'S CTY. BUSINESSMEN'S ASSN. (x)
Hurlock—HURLOCK C. OF C. IND. DEV. COMM., Selig O. Bogash, Pres. (x)
Hyattsville—IND. DEV. COMM. OF PRINCE GEORGES CTY., S. Walter Bogley, Jr., Ex. Dir., 4330 Gallatin St. Local 2, Sites, Bldgs.
PRINCE GEORGES C. OF C., Box 31. (x)
Kensington—KENSINGTON C. OF C., Mrs. Mildred B. Harman, Secy., 3908 Baltimore St. Local Sites.
Lanham—THOMAS F. HALLEY, RLTR. (x)
La Plata—CHARLES COUNTY C. OF C., H. Eusey, Exec. Sec'y, Local 1, Sites, Bldgs, Funds.
Laurel—LAUREL C. OF C., Carlisle Cook, Secy., 347 Main St. (x)
Lexington—LEXINGTON PARK C. OF C., 103 Coral Dr., S.
Oakland—GARRETT CTY. COMMISSIONERS IND. DEPT., Box 128, Local, Sites, Bldgs.

MARYLAND-MASSACHUSETTS

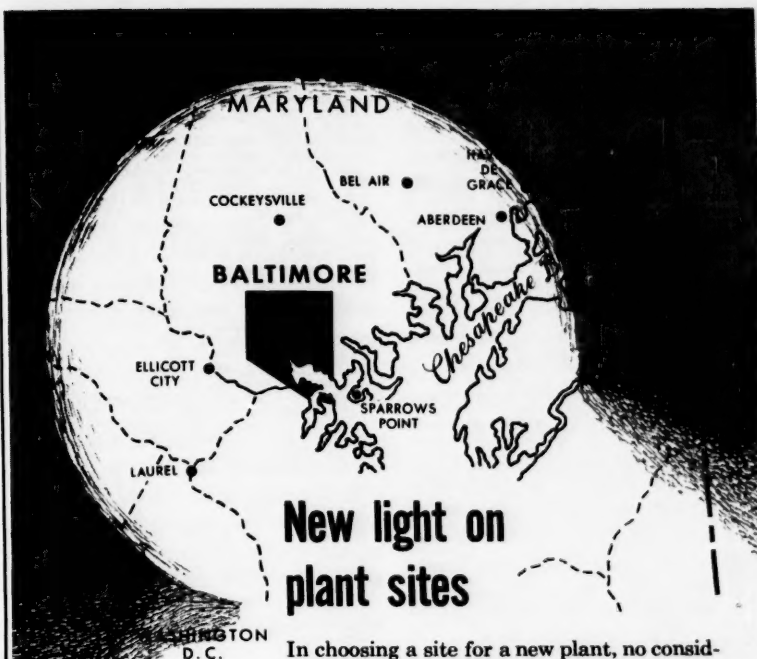
MT. TOP C. OF C. IND. COMM. Box 128.
Local. Sites. Bldgs.
Ocean City—OCEAN CITY, MD. C. OF C.
Mrs. Elsie M. Kline, Secy., P. O. Box 173.
(x)
Odenton—ODENTON BUSINESS ASSN., 830
Annapolis Rd. (x)
Pocomoke—POCOMOKE C. OF C. IND.
DEV. COMM., James H. Vincent, Chm.,
P. O. Box 356.
Preston—PRESTON C. OF C.
Prince Frederick—CALVERT COUNTY C.
OF C.
Princess Anne—PRINCESS ANNE C. OF C.
Queenstown—TIDEWATER C. OF C. (x)
St. Michaels—ST. MICHAELS C. OF C., D. S.
Murdoch, Pres. Local.
Salisbury—
CITY OF SALISBURY, Col. Ernest L. Mc-
Lendon, City Mgr.
EASTERN SHORE PUB. SERV. CO., W. L.
C. Lang, Sales Mgr., 114 N. Division St.
(x)
S. DENMEAD KOLB REALTY CO., 106 N.
Division St. (x)
SALISBURY C. OF C., Marsh Gallner, Secy.,
119 Calvert St. Local. 2 Sites. Bldgs.
Sharptown—SHARPTOWN C. OF C., 4th &
Main St. (x)
Silver Spring—SILVER SPRING BOARD
OF TRADE, Charles H. Kopeland, Exec.
Secy., 8510 Dixon Ave. (x)
Taneytown—TANEYTOWN C. OF C. (x)
Union Bridge—UNION BRIDGE C. OF C.
Westminster—WESTMINSTER C. OF C.,
Charles R. Stroh, Exec. Sec., Albaugh &
Babylon Bldg. Local. 1. Sites. Bldgs.
Funds.
Wheaton—WHEATON C. OF C., INC., 11037
Viers Mill Rd.

MASSACHUSETTS

Abington—ABINGTON IND. DEV. COMM.,
Allen Hendrick, Jr., Town Hall. (x)
Adams—Adams C. OF C., Helene Meacham.
Agawam—
AGAWAM IND. DEV. COMM., David C.
GALLANO, 38 Ley St. (x)
RAMAH REALTY CO., INC., Joseph J.
Ramah, Pres., 330 Walnut St. (x)
Amesbury—
AMESBURY IND. DEV. COMM., Wm. H.
Graves, Secy., 35 Whittier St. (x)
AMESBURY BUSINESSMEN'S ASSN., A.
Kaatz, (x)
Amherst—AMHERST C. OF C., W. Earl D.
Ward, Exec. Secy. (x)
Andover—ANDOVER SERVICE CLUB,
Henry Hopkins. (x)
Arlington—ARLINGTON C. OF C., Chas. F.
Small, Ex. Secy., 432 Mass. Ave.
Athol—ATHOL C. OF C., Warren C. Karner,
Act. Secy., 64 Exchange St. (x)
Attleboro—ATTLEBORO C. OF C., Geo. C.
Dworshak, Ex. Secy., 21 Park St. Local. 1.
Sites. Bldgs.
Avon—AVON IND. DEV. COMMITTEE, Wil-
fred J. Hurley, W. Main St. (x)
Beverly—ECON. DEV. COMMITTEE, Oscar
A. Olsen, Secy.-Mgr., 275 Cabot St. Local.
2 Sites. Bldgs.
Billerica—BILLERICA BUSINESS MEN'S
CLUB, Paul F. Newman. (x)
Boston—
ASSOCIATED INDUSTRIES OF MASS.,
Roger Johnson, Economist, 2206 John
Hancock Bldg. State. 20 Sites. Bldgs.
W. H. BALLARD CO., William S. Ballard,
Pres., 45 Milk St. Regional. 9 Sites.
Bldgs. Funds.
BARNES TEXTILE ASSOC., N. M. Mitchell,
Pres., 110 State St. International. 10 Sites.
BIGELOW, KENT, WILLARD & CO., Robt.
W. Kent, 75 Federal St. (x)
Blodgett & Colley, Inc., D. G. Colley, Pres.,
16 Court St. Regional. 4 Sites. Funds.
BOSTON EDISON CO., John Shyne, Ind.
Dev. Dir., 178 Tremont St., D51, Local. 2.
Sites. Bldgs. Funds.
BOSTON & MAINE RAILROAD, E. F. Reed,
V. P., Ind. Dev., 150 Causeway St. Re-
gional. Sites. Bldgs.
BOSTON GAS CO., Samuel E. Tappan, Mgr.
Ind. Div., 100 Arlington St. Local. 13.
R. M. BRADLEY & CO., INC., R. John
Griefen, V. P., 250 Boylston St.
CABOT, CABOT & FORBES, INC., Gerald
W. Blakely, Jr., Pres., 60 State St. In-
ternational 77.
CRANDALL ENG. CO., 261 Franklin St.
(x)
E. PIKE CURRIER, 45 Milk St. (x)

October, 1959

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ECONOMIC DEV. ASSOCIATES, INC., Richard Preston, Pres., 359 Boylston St.

FAY, SPOFFORD & THORNDIKE, W. L. Hyland, V. P., 11 Beacon St.

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FIRST NAT'L BANK OF BOSTON, W. F. Keester, Vice Pres., Ind. Dev. Dept., 67 Milk St. (x)

G & N ENGINEERING CO., Frank W. Reilly, Pres., 252 Dover St. (x)

GRTR. BOSTON C. OF C., Walter E. Knight, Mgr., Res. Dept., 80 Federal St. Local. 45. Sites. Bldgs.

HUNNEMAN & CO., INC., Carleton Hunneman, 19 Congress St. (x)

JARVIS ENGINEERING CO., L. W. Jennings, Pres., 51 Ellery St., S. (x)

KEYSTONE CO., Keystone Fund of Canada, Inc., 50 Congress St. (x)

MASS. BUSINESS DEV. CORP., Frank P. Brennan, Ex. V. P., 201 Devonshire St. State. 5. Funds.

MASS. DEPT. OF COMM., John T. Burke, Commr., 150 Causeway St. State. Sites. Bldgs.

MASS. PORT AUTHORITY, Ephriam A. Brest, 14 Court Square. (x)

MASS. STATE C. OF C., C. C. Mowry, Exec. Secy., 230 Boylston St. (x)

MEREDITH & GREW, INC., Frank Mason, 19 Congress St.

METCALF & EDDY, 124 St. James Ave. (x)

F. P. MORGAN CO., F. Paul Morgan, 45 Milk St. (x)

JOHN F. MURPHY, 53 State St. (x)

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NEW ENGLAND ELECTRIC SYSTEM, Lincoln Baylies, Area Dev. Mgr., 441 Stuart St. Regional. Sites. Bldgs.

NEW ENGLAND GAS ASSN., Clark Belden, Man. Dir., 10 Newbury St. (x)

NEW YORK CENTRAL SYSTEM, George Avery, Ind. Dev., S. Station, (x)

NEW YORK, NEW HAVEN & HARTFORD RAILROAD CO., P. E. Benjamin, Gen'l. Mgr., Ind. Dev., S. Station, Regional. 8. Sites. Bldgs.

NORDBLOM CO. REALTORS, Rodger P. Nordblom, Vice Pres., 50 Congress St. Local. 20. Sites. Bldgs. Funds.

WM. PEASE O'BRIEN, INC., Wm. Pease O'Brien, Pres., 10 State St. Local. Sites. Bldgs. Funds.

PORT OF BOSTON COMMISSION, Frank L. Orfanello, Acting Dir., 14 Court Square.

RATH & STRONG, Arthur A. Rath, Pres., 140 Federal St. (x)

ALONZO B. REED, INC., Alonzo B. Reed, 88 Broad St. (x)

SECOND BANK—STATE ST. TRUST CO., N. Preston Breed, V. P., 111 Franklin St.

VANCE, SANDERS & CO., 111 Devonshire St. (x)

WILLARD WELSH & CO., INC., Ellis L. Gates, 45 Bromfield St. (x)

WHITE, WELD & CO., Townsend Hornor, 111 Devonshire St. (x)

C. W. WHITTIER & BRO., Richard B. Peirce, 82 Devonshire St. Regional. 8. Sites. Bldgs. Funds.

WIGGINS TERMINALS, INC., 50 Terminal St. (x)

J. D. K. WILLIS & CO., Arthur Willis, Sr., 50 State St. (x)

WORCESTER GAS CO., 1174 Hyde Park. (x)

WORLD TRADE CENTER, Rufus F. Hale, Pres., 470 Atlantic Ave. (x)

Braintree—BRAINTREE IND. DIV. COMM., Paul H. Young, Chm., Braintree Pub. Library.

Bridgewater—BRIDGEWATER C. OF C., Mrs. M. H. Mitchell, Secy., 76 South St. (x)

Brocton—

A. H. ANDREWS, CONSULTANT, 434 Ash St. (x)

BROCKTON C. OF C., J. F. Reilly, Exec. Secy., 37 W. Elm St. (x)

BROCKTON IND. DEV. COMMISSION, George Walnwright, Chm., 106 Main St. (x)

WESTGATE GARDENS IND. PARK, Raymond Muccl, Pondview Ave. (x)

Cambridge—

CAMBRIDGE C. OF C., F. H. Townsend, Ex. V. P., 500 Memorial Dr. Local. 3. Sites. Bldgs.

CAMBRIDGE IND. DEV. COMM., Frank W. Townsend, 500 Memorial Dr. (x)

ARTHUR D. LITTLE, INC., Cyril Herrman, 30 Memorial Dr.

NATIONAL RESEARCH CORP., S. Sydney Minault, V. P., 70 Memorial Dr. (x)

NEW ENGLAND GAS & ELECTRIC SYSTEM, M. P. Griffith, Area Dev. Rep., 727 Mass. Ave., Regional. Sites. Bldgs.

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CANTON C. OF C., Leo W. Strumski, Pres., 12 Crane St. Local. 1.

CANTON DEV. & IND. COMM., Chas. F. Leary, Ex. Secy., 716 Washington St. (x)

Cape Cod—CAPE COD C. OF C., N. H. Cook, Ex. Secy., 298 Main St. (x)

Chelmsford—CHELMSFORD IND. DEV. COMM., Carl Peterson, 43 Central Sq. (x)

Chelsea—CHELSEA C. OF C., G. C. Clarke, Mgr., 445 Broadway, (x)

Chicopee—

CHICOPEE C. OF C., A. J. Granfield, (x)

CHICOPEE IND. BLDG. CORP., Julian Saealyn, Pres., 165 Front St. Sites. Bldgs. Funds.

CHICOPEE MERCHANTS ASSN., Francis M. Pikula, (x)

Clinton—CLINTON C. OF C., Daniel O'Connell, Secy., Box 262. (x)

Concord—

CONCORD C. OF C., George E. Erickson, Ex. Secy., Barrett's Mill Rd. Local. 1. Sites.

CONCORD IND. DEV. COMM., Robert G. Brown, 1 Valley Rd. (x)

Danvers—

DANVERS C. OF C., G. L. Merrill, Ex. Secy., 1 Alden St. (x)

DANVERS IND. DEV. COMM., James Fraser, Secy., 171 Holton St. (x)

Dartmouth—DARTMOUTH IND. DEV. COMMISSION, Amedee Goulet, Chm., 348 Slocum Rd.

Dedham—

DEDHAM C. OF C., Walter J. Croft, Secy., 581 High St. (x)

DEDHAM IND. DEV. COMM., Lawrence A. Corbett, Secy., Town Hall. (x)

MARLBORO-NORTHBORO IND. PARK, Peter Kanavos, c/o Boston Nat'l. Corp., 725 Providence Hwy. (x)

Dorchester—

DORCHESTER BOARD OF TRADE, John J. Walsh, 24 Mather St. (x)

East Braintree—BRAINTREE C. OF C., A. E. Boynton, 36 Commercial St. (x)

East Bridgewater—EAST BRIDGEWATER IND. DEV. COMMITTEE, Joseph Rochette, Jr., 401 Washington St. (x)

Easthampton—EASTHAMPTON DEV. & IND. COMM., Geo. F. Evans, Chm., 36 Main St. Local. Sites.

EASTHAMPTON RETAIL MERCHANTS ASSN., Francis J. Mutter, P. O. Box 247. (x)

East Longmeadow—E. LONGMEADOW COMMERCIAL & IND. COMMISSION, Roger Putnam, Jr., Town Hall, 60 Center Sq. (x)

Everett—

EVERETT C. OF C., H. B. Coholan, Exec. Secy., 425 A. Broadway. Local. 2. Sites.

EVERETT IND. DEV. COMM., George Cottle, Chm., 77 Ferry St. (x)

Fairhaven—FAIRHAVEN ASSN. OF BUSINESS MEN, Harry I. Gifford, Secy., P. O. Box 146. Local.

Fall River—

FALL RIVER C. OF C., Forrest E. Knight, Mgr., 123 N. Main St. Local. 4. Sites. Bldgs.

FALL RIVER IND. COMMISSION, Wallace A. Walker, Exec. Dir., 142 Second St. Local. 1. Sites. Bldgs.

GREAT FALL RIVER DEV. CORP., James E. Bullock, Pres., 123 N. Main St. Local. 1. Sites. Bldgs. Funds.

MARKEL & SONS, Myer Markell, 10 Purchase St. (x)

Falmouth—

FALMOUTH BOARD OF TRADE, Mrs. Barbara J. Brown, Exec. Secy. (x)

FALMOUTH IND. DEV. COMM., John Hellman, Town Hall. (x)

Fitchburg—FITCHBURG C. OF C., W. B. Morey, (x)

FITCHBURG GAS & ELECTRIC LIGHT, A. G. Neal, Vice Pres., 655 Main St. (x)

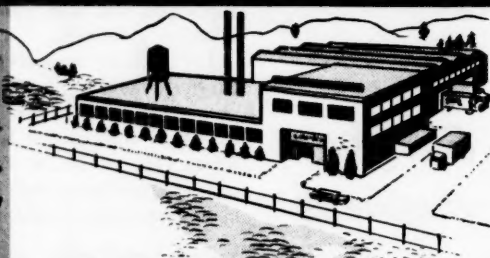
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A. I. ROME CO., F. Harry Cook, 633 Main St. (x)

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FRAMINGHAM C. OF C., Orville B. Denison, Exec. Secy. (x)
FRAMINGHAM IND. DEV. COMM., Orville B. Denison, 109 Concord St. (x)
- Franklin**—
FRANKLIN C. OF C., John Brunelli, Pres., E. Central St. Local, 1 Sites, Bldgs.
FRANKLIN IND. DEV. COMM., Henry Melin, 688 W. Central St. (x)
- Gardner**—
GARDNER C. OF C., Frank A. Potter, (x)
GARDNER COMM. TO PROMOTE BUS. & IND., Camille J. LeBlanc, 34 Douglas St. (x)
GARDNER IND. FOUND., Eugene McSweeney, Jr., Ex. V. P., 32 Pleasant St. Local, 3 Sites, Bldgs, Funds.
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GLOUCESTER C. OF C., L. J. Hart, Mgr. Gloucester Ind. Dev. Commission, Joseph Grace, Chm., 19 Woodbury St. Local, 1 Sites.
- Great Barrington**—
BARRINGTON IND. CORP., Robt. K. Wheeler, Pres., c/o Wheeler & Taylor. Sites, Bldgs, Funds.
SOU. BERKSHIRE C. OF C., Mrs. W. O. Brusie, Exec. Secy. (x)
- Greenfield**—
GREENFIELD C. OF C., Inc., Robt. L. Plaisted, Mgr., 239 Main St. Local, 3 Sites, Bldgs.
GREENFIELD DEV. & IND. COMM., James Brown, Chm., 267 Main St. Local, Sites, Bldgs.
GREENFIELD IND. AREA DEV. CORP., C. N. Stoddard, Jr., Pres., 393 Main St. (x)
- Halifax**—**HALIFAX IND. DEV. COMM.**, Frank Devlin, Chm., Plymouth St. (x)
- Hanover**—**HANOVER IND. DEV. COMMISSION**, Arthur Washburn, Chm., Town Hall. (x)
- Hanson**—**HANSON IND. DEV. COMM.**, Alvin R. Reid, Chm., 1080 Main St. (x)
- Haverhill**—**GREATER HAVERHILL C. OF C.**, Malcolm F. Fryer, Man. Dir., 97 Main St. Local, 4 Sites, Bldgs.
HAVERHILL IND. DEV. TRUST, 97 Main St.
HAVERHILL IND. COUNCIL, Irving L. Franklin, Dir., 191 Merrimack St., Rm. 604. Local, 2 Sites, Bldgs.
HAVERHILL IND. FOUNDATION, I. L. Franklin, 191 Merrimack St. (x)
- Hingham**—**HINGHAM C. OF C.**, Eliot S. Price, 30 Lincoln St. (x)
- Holbrook**—**HOLBROOK IND. DEV. COMM.**, Horace Peloquin, Chm., Maplewood Ave. (x)
- Holliston**—**HOLLISTON IND. DEV. COMM.**, Andrew S. Garbutt, Chm., 283 Winter St. (x)
- Holyoke**—
HOLYOKE C. OF C., Frank Schneider, Mgr., 225 High St. (x)
HOLYOKE REGIONAL BUS. DEV. CORP., John S. Begley, Pres., 316 High St. (x)
HOLYOKE WATER POWER CO., Robert E. Barrett, Jr., Pres., 1 Canal St. Local, 25 Sites, Bldgs.
SAMUEL RESNIC, 316 High St. (x)
- Hudson**—
HUDSON C. OF C., William O'Donnell, Local Sites, Bldgs.
HUDSON IND. DEV. COMM., Ernest Weatherbee, Secy., Town Hall. (x)
- Hyannis**—**HYANNIS BOARD OF TRADE**, Nathan Finkelstein, (x)
- Ipswich**—**IPSWICH C. OF C.**, Charles W. Sayward, (x)
IPSWICH IND. DEV. COMM., Norris Stillphen, Exec. Secy., Town Hall. (x)
- Kingston**—
KINGSTON IND. DEV. COMM., Norman E. Thomas, Chm., Prospect St. Local, 5.
SOUTHEASTERN MASS. ECON. CONF., Norman E. Thomas, Chm., Prospect St. (x)
- Lakeville**—**LAKEVILLE IND. DEV. COMMISSION**, Alice Lentini, Middleboro. (x)
- Lawrence**—
GRTR. LAWRENCE CITIZENS' COMMITTEE FOR IND. DEV., John N. O'Malley, Ex. Dir., 301 Essex St.
- GREATER LAWRENCE C. OF C.**, Paul J. Greeley, Ex. Mgr., 301 Essex St. Local, 5 Sites, Bldgs.
LAWRENCE IND. DEV. COMMITTEE, J. N. O'Malley, Exec. Dir., Rm. 532, Bay State Bldg. Local, 3 Sites, Bldgs, Funds.
Lee—**LEE C. OF C.**, M. L. Barnard, Secy., 42 Park St. Local.
Leominster—**LEOMINSTER C. OF C.**, Murrell S. Smith, (x)
- Lexington**—
LEXINGTON C. OF C., Lee E. Tarbox, (x)
LEXINGTON OFFICE-RESEARCH PARK, (x)
- Littleton**—**LITTLETON IND. DEV. COMM.**, Philip Russell, Chm., Foster St.
Longmeadow—**PIONEER VALLEY REAL ESTATE**, Harold M. Catlin, (x)
- Lowell**—
LOWELL C. OF C., Andrew A. McCarthy, Mgr. (x)
NEW IND. PLANTS FOUND. OF LOWELL, INC., Lowell Dev. & Ind. Comm., William J. Farrell, Exec. Dir., 170 Merrimack St. Local, 3 Sites, Bldgs, Funds.
EDWARD J. SAUNDERS, Fairburn Bldg.
- Lynn**—
LYNN C. OF C., Bernard L. Roach, Man. Dir., 112 Exchange St. (x)
LYNN IND. DEV. COMM., Fred E. Bowler, City Hall. (x)
- Lynnfield**—**LYNNFIELD IND. DEV. COMM.**, Arthur Johnson, Secy., 85 Locksley Rd. (x)
- Malden**—
MALDEN C. OF C., J. W. Coughlan, Exec. Secy. (x)
SUBURBAN ELECTRIC CO., Newell A. Clark, Pres., 157 Pleasant St. (x)
- Mansfield**—**MANSFIELD IND. DEV. COMM.**, Fred Mills, Chm., 1 Union St.
- Marlborough**—
MARLBOROUGH C. OF C., J. A. Bigelow, (x)
MARLBOROUGH IND. DEV. COMM., Edward Bigelow, Ind. Comm'r., City Hall. (x)
- Martha's Vineyard**—**MARTHA'S VINEYARD C. OF C.**, Benjamin F. Morton, Vineyard Haven. (x)
- Medfield**—
MEDFIELD IND. COMM., Harry E. Conway, (x)
OAK HILL INDUSTRIAL DEV., Julius Tofias & Co., Inc. (x)
- Medford**—
MEDFORD C. OF C., Grace Barry, Secy., 102 Main St. (x)
MEDFORD IND. DEV. COMM., John F. Reagan, Chm., 104 Main St. (x)
- Melrose**—**MELROSE C. OF C.**, R. C. Young, (x)
- Methuen**—**METHUEN BOARD OF TRADE**, INC., Edward T. Habeeb, Ex. Secy., 188 Broadway. Local Sites, Bldgs.
- Milford**—
MILFORD C. OF C., Mrs. Lena Gianomelli, (x)
MILFORD IND. DEV. COMM., Chas. H. Miller, Chm., Park Terrace
- Millis**—**MILLIS IND. DEV. COMM.**, Morris Mushnick, Town Hall. (x)
- Milton**—**MILTON C. OF C.**, M. Geller.
- Nantucket**—**NANTUCKET ISLAND C. OF C.**, John H. Golden.
- Natick**—
CEREL-PERINI ASSOC., INC., Martin Cerel, Pres., Boston-Worcester Turnpike, National, 100 Sites, Bldgs, Funds.
NATICK IND. COUNCIL, H. L. Butters, Chm., Town Hall. (x)
- Needham**—**NEEDHAM C. OF C.**, Edna S. Dickinson, Ex. Secy., 16 A Eaton Sq. (x)
- New Bedford**—
GREATER NEW BEDFORD IND. FOUNDATION, Robert MacLeod, Chm., Rm. 42, Merchants Bk. Bldg. Regional, 1 Sites, Bldgs, Funds.
NEW BEDFORD BD. OF COMM., A. R. Thackeray, Ex. Secy. (x)
NEW BEDFORD GAS & EDISON LIGHT CO., R. M. Miller, Ex. V. P., 693 Purchase St. Regional.
- N. B. IND. DEV. COMMISSION**, R. M. Hallet, Jr., Dir., First Natl. Bk. Bldg. Local, 3 Sites, Bldgs, Funds.
- Newburyport**—
NEWBURYPORT C. OF C., Miss D. P. White, (x)
NEWBURY DEV. COMM., Napoleon Vigeant, Chm., c/o M & V Electroplating Co. (x)
- Newton Centre**—**MILFORD IND. PARK**, INC., B. Newman, Treas., 135 Arnold Rd. Regional, Sites, Funds.
- North Adams**—
NORTH ADAMS C. OF C., Charles Kramer, Mgr., 54 Main St. Local, 2 Sites, Bldgs, Funds.
- NORTH ADAMS IND. COMM.**, Roger Jewett, Cons., City Hall. Local, Funds.
NORTHERN BERKSHIRE DEV. CORP., Roger Jewett, Ex. Dir., P. O. Box 468. Regional, 2 Sites, Bldgs, Funds.
- Northampton**—
GRTR. NORTHAMPTON C. OF C., John J. Boursy, Ex. Secy., 171 Main St. (x)
NORTHAMPTON IND. REALTY DEV. CORP., John J. Boursy, Clerk, 362 King St. Local, 2 Sites, Bldgs, Funds.
- North Attleboro**—
NORTH ATTLEBORO BUSINESS MEN'S ASSN., J. L. Underhill, (x)
NORTH ATTLEBORO IND. DEV. COMM., Herman G. Razeo, Chm., Mount Hope St.
N. ATTLEBORO MERCHANTS ASSN., Walter J. Ross, V. P. (x)
- Northboro**—**NORTHBORO DEV. COMM.**, Robert Harpell, Chm., 39 Meadow Rd. (x)
- North Dighton**—
DIGHTON INDUSTRIAL PARK, Edgar Fain, Mt. Hope Finishing Co. (x)
DIGHTON INDUSTRIES, INC., Edgar Fain, Pres. (x)
- North Easton**—**EASTON IND. DEV. COMM.**, Geo. DeWitt, Chm., 4 Park St. (x)
- Norton**—**NORTON IND. DEV. COMM.**, Lester Johnson, Clerk, E. Main St. (x)
- Norwood**—
MASS.-NEW INDUSTRIES COMMITTEE, W. J. Dempsey, Gen. Chm., Town Hall. Local, 8 Sites, Bldgs.
NORWOOD IND. DEV. COMM., John McAuliffe, (x)
- Oak Bluffs**—**MARTHA'S VINEYARD INFORMATION BUREAU BOARD OF SELECTMEN**, (x)
- Orange**—**ORANGE C. OF C.**, Delbert A. Whitty, Secy. (x)
- Palmer**—**PALMER C. OF C.**, L. E. Cordiali, (x)
- Peabody**—
PEABODY C. OF C., T. E. Cyrs, (x)
PEABODY IND. DEV. COMM., Thomas E. Cyrs, Exec. Secy., City Hall, 38 Lowell St. (x)
- Pittsfield**—
BERKSHIRE CTY. IND. DEV. COMMISSION, Philip C. Ahern, Ex. Dir., County Court House, Local Sites, Bldgs.
ISGOOD REALTY, Isodore Goodman, 1307 North St. (x)
PITTSFIELD IND. DEV. CO., John F. Downing, Ex. V. P., 50 South St. Local, 3 Sites, Bldgs, Funds.
- Plainville**—**PLAINVILLE IND. DEV. COMM.**, J. J. Drummey, Secy., Town Hall. (x)
- Plymouth**—**PLYMOUTH C. OF C.**, J. H. Golden, Ex. Secy., 35 A. Main St. Local, 4 Sites, Bldgs.
- Plympton**—**PLYMPTON IND. DEV. COMM.**, Charles Brackett, Chm., Mayflower Rd. (x)
- Provincetown**—
PROVINCETOWN BUS. & IND. DEV. COMM., James V. Coyne, Town Mgr. (x)
PROVINCETOWN C. OF C., John C. Snow, (x)
- Quincy**—
QUINCY L. GROSSMAN SONS, INC., Jos. B. Grossman, Treas., 130 Granite St.
QUINCY C. OF C., W. A. O'Connell, Ex. V. P., 18 Washington St. Local, 5 Sites, Bldgs.
- Randolph**—
RANDOLPH C. OF C., M. Lewis, (x)
RANDOLPH IND. DEV. COMM., Leo O'Neill, Chm., Town Hall, Ballard St. (x)
- Reading**—
READING BOARD OF TRADE, Leon Bent, Secy. (x)
READING C. OF C., Edward P. Parker, Ex. Secy., 159 Ash St. (x)
- Rehoboth**—**REHOBOTH IND. DEV. COMM.**, Clyde F. Moody, Chm., Tremont St., RFD 1. (x)
- Revere**—**REVERE C. OF C.**, Ronald Corbett, Secy., 349 Broadway. (x)
- Rockland**—
ROCKLAND C. OF C., Carlton Damon, Clerk. (x)
ROCKLAND IND. DEV. COMM., Norman Beals, Secy., 36 George St. (x)
- Rockport**—**ROCKPORT IND. DEV. COMM.**, Leonard M. Dorman, Chm., 36 Highland Ave. Local.
- Salem**—
DAVID FRYE, 265 Essex St., Frye Bldg.
SALEM C. OF C., Frank Adams, Mgr. (x)

MASSACHUSETTS-MICHIGAN

SALEM IND. & DEV. COMM., Fred Donovan, Chm., City Hall, (x)
Seekonk—STURTEVANT DEV. CO., F. Ray Sturtevant, Pres., 199 Elm St. National. 2. Sites. Bldgs. Funds.
Shelburne—SHELburne FALLS IND. DEV. COMM., John Hoyt, Chm., 29 Bridge St. (x)
Somerset—SOMERSET C. OF C., Harold D. Arnold, Acting Secy. (x)
Somerville—
BRICKBOTTOM REDEV. IND. DIST., Somerville Housing Authority, 30 Memorial Rd.
SOMERVILLE C. OF C., Thomas P. Russell, Ex. Secy., 421 Highland Ave. Local. 2. Sites. Bldgs.
Southboro—SOUTHBORO IND. DEV. COMM., Jas. Cookman, Chm., Middle Rd. (x)
Southbridge—
SOUTHBRIDGE C. OF C., Horace P. Landry, Exec. Secy., 321 Main St. Local. 2. Sites. Bldgs.
SOUTHBRIDGE IND. DEV. CO. INC., Horace P. Landry, Ex. Secy., 321 Main St. Local. 1. Sites. Bldgs. Funds.
South Deerfield—DEERFIELD IND. DEV. COMM., Gordon E. Ainsworth, Chm., 2 Grove St.
South Lawrence—LAWRENCE IND. PARK. Lawrence Ind. Park, Inc., 79 Beacon Ave.
Spencer—
SPENCER C. OF C., R. J. Corcoran, (x)
SPENCER DEV. CORP., Paul J. Bouley, Secy., 17 Mechanic St. (x)
SPENCER INDUSTRIES, INC., Mrs. Cecile A. Doten, Secy. (x)
Springfield—
ASSOCIATED ENGINEERS, INC., G. A. Krein, Pres., P. O. Box 1628, (x)
ERNEST F. CARLSON, INC., W. W. Rausch, (x)
GRTR. SPRINGFIELD AREA DEV. CORP., Edw. Jones, Ex. Dir., 458 Bridge St. Local. 2. Sites. Bldgs. Funds.
GREATER SPRINGFIELD C. OF C., Don Hutchison, Mgr., Ind. Bureau, 134 Chestnut St. Local. 2. Sites. Bldgs. Funds.
WESTERN MASS. ELECTRIC CO., John M. Turnbull, Dir., Area Dev. Dept., 73 State St. Local. 3. Sites. Bldgs.
Stoneham—
STONEHAM C. OF C., Richard Barnstead, Pres. (x)
STONEHAM IND. DEV. COMM., Albert P. Rounds, Secy., 230 Main St. (x)
Stoughton—
STOUGHTON C. OF C., J. A. Kell, (x)
STOUGHTON IND. DEV. COMM., D. Munson, Secy., Town Hall, (x)
Sudbury—SUDBURY IND. DEV. BOARD. Leslie C. Hall, Concord Rd. Local. Sites.
Swampscott—SWAMPSCOTT BUSINESS MEN'S ASSN., C. R. Perry, (x)
Swansea—SWANSEA IND. DEV. COMM., John Marvel, Chm., Town Hall, (x)
Taunton—
TAUNTON ASSN. OF COMMERCE, INC., Bernard J. Curtin, Mgr., 4 Cohannet St. Regional. 2. Sites. Bldgs. Funds.
TAUNTON IND. DEV. CORP., Bernard Curtin, Mgr.-Dir., 4 Cohannet St. (x)
Tewksbury—TEWKSBURY IND. DEV. COMM., Joseph A. Killeen, Secy., Town Hall, (x)
Turners Falls—TURNERS FALLS-MONTAGUE C. OF C., Albert L. Saulnier, Secy., 187 Ave. A. (x)
Wakefield—
WAKEFIELD C. OF C., Mrs. J. E. Worthley, Exec. Secy. (x)
WAKEFIELD IND. DEV. COMM., Frank A. Tredinnick, Ex. Sec. Local. Sites. Bldgs.
Walpole—WALPOLE BUSINESS MEN'S ASSN., Fred C. Browne, Secy. (x)
Waltham—WALTHAM C. OF C., E. J. Arnold, Exec. Secy., 657 Main St. (x)
Ware—
WARE COUN. FOR COMMUNITY IMP., Richard A. Gravel, Chm., 16 Aspen. (x)
WARE INDUSTRIES, INC., Milton H. Rathcliffe, Pres., E. Main St. (x)
WARE MERCHANT'S ASSN., L. H. Kaplan, (x)
Wareham—
WAREHAM C. OF C., Fred C. Phillips, (x)
WAREHAM IND. DEV. COMM., Raymond Rider, Pres., Main St. (x)
Webster—WEBSTER-DUDLEY BUS. BUREAU. Miss Janet E. Malsier, (x)
Wellesley—WELLESLEY BOARD OF TRADE. John P. E. Dempsey, Jr. (x)
West Bridgewater—WEST BRIDGEWATER ECON. & IND. DEV. COMM., Merton Ouderkerk, Chm., 300 W. Center St. (x)

Westfield—
WESTFIELD DEV. CORP., John D. O'Connor, Pres., 90 Elm St. (x)
WESTFIELD IND. & DEV. COMMISSION. John D. O'Connor, 10 Broad St., P. O. Box 426, (x)
Westford—WESTFORD IND. DEV. COMMISSION. Mrs. Henry A. Beyer, Secy., Littleton Rd. (x)
West Newton—NEWTON C. OF C., Lorenz Muther, Secy., 1171 Washington St. (x)
West Springfield—WEST SPRINGFIELD C. OF C., Carl G. Lindberg, Secy., Box 25, 85 Elm St. (x)
Weymouth—
WEYMOUTH C. OF C., W. B. Harty, (x)
WEYMOUTH IND. DEV. COMM., Gordon O'Brien, 28 Adorn St. (x)
Whitinsville—NORTHBRIDGE C. OF C., Andrew Reinstra, Secy., 495 Church St. (x)
Whitman—
WHITMAN C. OF C., Jos. Kennedy, Pres. (x)
WHITMAN IND. DEV. COMM., John P. Murphy, Chm., 147 School St. Local. Sites. Bldgs. Funds.
Wilmington—WILMINGTON IND. COMM., Joseph Courtney, Town Mgr., Town Hall, (x)
Winchendon—WINCHENDON DEV. CORP., Edwin H. Merrill, Pres., 87 Central St. Local. 1. Sites. Bldgs. Funds.
Winchester—THEODORE ELLIOTT, 11 Herick St. (x)
Winthrop—WINTHROP C. OF C., Mrs. Estelle J. Edovitz, (x)
Woburn—
WOBBURN C. OF C., Mrs. Frances E. Baldwin, Ex. Secy., 13 Montvale Ave. Local. 2. Sites. Bldgs.
WOBBURN IND. DEV. COMM., P. W. Lin-scott, Chm., 13 Montvale Ave. (x)
Worcester—
R. M. BRADLEY & CO., R. John Griefen, Vice Pres., 8 Norwich St. Regional. 10. Sites. Bldgs. Funds.
CORPUS ENGINEERING CORP., Jerome H. George, Jr., Pres., 344 Park Ave. (x)
MAURICE F. REIDY & CO., Philip M. Reidy, 2 Foster St. (x)
WORCESTER C. OF C., Ind. Bureau, Roger M. Holden, Mgr., 32 Franklin St. Local. 8. Sites. Bldgs.
WORCESTER COUNTY ELECTRIC CO., 939 Southbridge St.

MICHIGAN

Adrian—
ADRIAN C. OF C., John A. O'Brien, Exec. Secy. (x)
ADRIAN IND. DEV. CORP., c/o Ch. of Comm. (x)
ADRIAN SALES CO., L. H. Stockford, Natl. Bk. Bldg. (x)
Albion—
ALBION C. OF C., P. O. Box 288. Local. Sites.
ALBION IND. DEV. COMMITTEE. Alphonso Magnotta, 306 S. Eaton St. (x)
ALBION MERCHANTS ASSN., R. H. Mohrhardt, (x)
Allegan—
ALLEGAN C. OF C., Willis Hiatt, Secy.
ALLEGAN IMP. ASSN., C. J. Armstrong, Secy., 144 Brady St. Local. 1. Sites. Bldgs. Funds.
Alma—ALMA C. OF C., Earl O. Parker, Mgr. (x)
Alpena—ALPENA C. OF C., J. Stanley Godfrey, Secy. Mgr., Cor. Chisholm & State. Local. 1. Sites. Bldgs.
Ann Arbor—ANN ARBOR C. OF C., Wm. J. Bott, Mgr., 204 E. Huron. Local. 3. Sites. Bldgs.
Bad Axe—BAD AXE IND. DEV. CORP., Harry A. Poole, Secy.-Treas. (x)
Battle Creek—
BATTLE CREEK AREA DEV. CORP., Gerald A. Smith, Man. Dir., 312 Mich. Natl. Bk. Bldg. Local. 2. Sites. Bldgs. Funds.
GREATER BATTLE CREEK C. OF C., Rex B. Potter, Man. Dir., 172 W. Van Buren, P. O. Box 16, Local. 3. Sites.
Bay City—
BAY CITY C. OF C., A. J. Maxwell, Mgr., 100 Center Ave. Local. 3. Sites. Bldgs.
BAY CITY IND. DEV. CORP., c/o Ch. of Comm.
Bellaire—
BELLAIRE C. OF C., Gilford Leaser, Secy. (x)

Bellaire IND. DEV. CORP., c/o Ch. of Comm. (x)
Bellevue—BELLEVUE C. OF C., Gilford Leaser, Secy. (x)
Benton Harbor—TWIN CITIES C. OF C., Ted Vernasco, Ind. Dev. Dir., 215 E. Main.
Bessemer—BESSEMER C. OF C., Isadore Maccanli, Secy. (x)
Big Rapids—
BIG RAPIDS C. OF C., Matt Matteson, Ex. Sec., 1104 S. State. Local. 1. Sites. Bldgs.
BIG RAPIDS IND. DEV. CORP., c/o Ch. of Comm., P. O. Box 620. Local. 1. Sites. Bldgs. Funds.
Birmingham—BIRMINGHAM C. OF C., Charles Mortensen, Mgr. (x)
Blissfield—BLISSFIELD IND. BLDG. CORP., Chas. H. Cory, Chm. (x)
Boysie City—
BOYNE CITY C. OF C., Mrs. Gladys Mills, Secy., 336 N. Lake St. Local. 1. Sites. Bldgs. Funds.
BOYNE CITY IND. DEV. CORP., Fred Leslie, Pres., M-75. Local. 6. Sites. Bldgs. Funds.
Byron—BYRON IND. DEV. CORP., Gene King, Pres. (x)
Cadillac—
CADILLAC C. OF C., W. E. Armstead, Mgr., Ch. of Comm. Bldg. Local. 1. Sites. Bldgs. Funds.
CADILLAC IND. DEV. CORP., Jack O'Neill, Pres., Ch. of Comm. Bldg. Local. 2. Sites. Bldgs. Funds.
CADILLAC IND. SITES. City of Cadillac, City Hall.
Cassopolis—
CASSOPOLIS IND. DEV. CORP., c/o Ch. of Comm. (x)
CASSOPOLIS SERV. CLUB. Frank G. Squires, Chm. (x)
Central Lake—
CENTRAL LAKE IMP. ASSN., Harry J. Smith, Pres. Local. Sites. Bldgs. Funds.
CENTRAL LAKE IND. DEV. CORP., c/o Ch. of Comm. Local. Sites. Funds.
Charlevoix—
CHARLEVOIX IND. DEV. CORP., c/o Ch. of Comm. (x)
CHARLEVOIX C. OF C., Tom Symons, Secy.-Mgr. (x)
Charlotte—CHARLOTTE C. OF C., Arthur L. Steinhauer, (x)
Cheboygan—
CHEBOYGAN CTY. C. OF C., Jay D. Runkle, (x)
CHEBOYGAN IND. CORP., Raymond Dur-rocher, Pres. (x)
NORTHERN MICH. DEVELOPMENT COUNCIL. Myrt Riggs, Pres. (x)
Coldwater—
COLDWATER C. OF C., Chas. N. Hill, Mgr., 2 W. Chicago. Local. Sites. Bldgs.
COLDWATER IND. CORP., Chas. N. Hill, Secy.-Treas., 2 W. Chicago. Local. 1. Sites. Bldgs.
Corunna—
CORUNNA C. OF C., Edgar Brown, Pres. (x)
CORUNNA IND. DEV. CORP., c/o Ch. of Comm. (x)
Dearborn—
DEARBORN C. OF C., Richard L. Chapman, Secy.-Mgr. (x)
DETROIT TOLEDO & IRONTON R. R. CO., D. G. West, Gen. Ind. Agt., 4921 Calhoun St. Regional. 3. Sites. Bldgs.
Detroit—
EOOZ, ALLEN & HAMILTON. James L. Allen, 3075 Penobscot Bldg. Regional.
JUDSON BRADWAY. 1100 Majestic Bldg. (x)
H. F. CAMPBELL CONSTR. CO., Chas. L. Paxton, Dir. of Adv., 9301 Michigan Ave.
CHESAPEAKE & OHIO RY. CO., G. D. Moffett, Jr., Ind. Commr., 6-124 Gen. Motors Bldg. Regional. 12. Sites. Bldgs.
DETROIT EDISON CO., Vincent S. Madison, Dir. Area Dev. Div., 200-2nd Ave. (x)
DETROIT BANK. Ind. Dev. Dept. (x)
DETROIT IND. & COMM. DEV. COMM., Wm. B. Sloan, Dir., 1006 City-County Bldg. Local. 2. Sites. Bldgs. Funds.
DETROIT TRUST CO., Vance Desmond, Vice Pres., 201 W. Fort St. (x)
JOHN A. DODDS CO., John A. Dodds, 308 W. Lafayette, (x)
HAP EDWARDS CO., Hazen S. Edwards, 1925 Natl. Bank Bldg. (x)
ELSEA RLTY. & INVESTMENT CO., 6217 W. Fort St. (x)
L. A. EWALD, INC., L. A. Ewald, Ewald Bldg., 220 W. Congress St. (x)

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MICHIGAN

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- DETROIT.** . . 2 sites, 380 acres, on Detroit-Toledo (Free) Expressway, 2,000,000 gallons water daily.
- TOLEDO** . . . 3 sites, 67 acres, power, gas, water and storm sewers.
- NO. LIMA** . . . 6 sites, 532 acres, power, gas and water.
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- SPRINGFIELD** . 1-site, 20 acres, near U. S. 40, within city, power, gas and water.
- WAVERLY** . . . 2 sites, 204 acres, on new U. S. 23, power, gas and sewers; over 175,000-000 gallons raw water daily.

From Detroit on the north, through the cities of Toledo, Lima and Springfield to Ironton on the south, are many industrial sites strategically located on the D. T. & I. R. R., that can fill your requirements. These sites vary in size from 20 acres to 300 acres.

If you require an abnormal amount of water, our Waverly, Ohio site can supply 175,000,000 gallons raw water and 3,000,000 gallons well water daily.

Labor—skilled, semi-skilled or unskilled—is located sufficiently close to each location to amply meet your needs.

All sites are served by the D. T. & I. R. R. and have excellent highway facilities and the usual utilities of gas, electricity, sewers, etc.

Each community, as well as the Industrial Development Dept. D. T. & I. R. R. is anxious to supply other data pertaining to the sites offered and assist you further.



For further information—Telephone LUzon 4-9000 or write O. C. Grimshaw, Vice President, Traffic

DETROIT, TOLEDO & Ironton RAILROAD COMPANY

D. E. Smucker, President—Schaefer Building, Dearborn, Michigan

MICHIGAN

JOHN S. GOODMAN, 1900 E. Jefferson Ave. Industrial Dept., 131 W. Lafayette. Regional.
 GRAND TRUNK WESTERN R. R. CO., gional 5. Sites, Bldgs.
 GRTR. DETROIT BD. OF COMM. IND. DEPT., Harry Richert, Mgr. (x)
 HUBBARD ASSOC., Roger C. Hubbard, Pres., 902 Ford Bldg. National 4. Sites, Bldgs. T.
 KALES BLDG. CO. & RLTY. CO., E. L. Fortenberry, Gen. Mgr., 76 Adams Ave., W. (x)
 LAMBRECHT, KELLY CO., Kenneth Draper, 530 Shelby St.
 LUPTON-SHERK CO., Emerson Snider, 2584 W. Grand Blvd. (x)
 HAROLD E. MCCLURE, 1015 Ford Bldg. (x)
 MICHIGAN CONSOLIDATED GAS. CO., R. L. Gage, Mgr., Ind. Dev. Div., 415 Clifford St. State 3. Sites, Bldgs.
 NEW YORK CENTRAL SYSTEM, G. R. Peterson, Mgr. Ind. Dev., 210 M. C. Term. Bldg.
 NORTHERN ENGINEERING WORKS, W. W. Peattie, Pres., 210 Chene. St. (x)
 PATERSON BROS. CO., Edmund T. Paterson, 735 Penobscot Bldg. (x)
 PORT OF DETROIT COMMISSION, Carlis J. Stettin, Port Dir., 2400 Guardian Bldg.
 THOMAS W. RANDALL, 3110 David Stott Bldg. (x)
 LEONARD P. REAUME CO., Leonard P. Reaume, Pres., 2066 Penobscot Bldg. State 9. Sites, Bldgs. Funds.
 CARL ROSMAN & CO., Carl Rosman, 3112 Guardian Bldg. (x)
 SIDNEY M. SCHOTT & ASSOC., Sidney M. Schott, 722 Fort Bldg. (x)
 H. M. SELDON CO., James B. Grant, Pres., 300 Penobscot Bldg. State. Sites, Bldgs.
 SILLOWAY & CO., Lester J. Steele, 840 Buhl Bldg. (x)
 SOCIETY OF IND. REAL., Lester J. Steele, Pres., 840 Buhl Bldg. (x)
 WILLIAM W. TANNEY, Penobscot Bldg., Suite 765. (x)
 RALPH VIGIOTTI, JR., 521 E. Jefferson.
 HOMER WARREN & CO., Andrews D. Edwards, 600 Dime Bldg. (x)
 R. BLISS WOLFE, 410 Lafayette Bldg. (x)

Dowagiac—GRTR. DOWAGIAC ASSN., INC., Robt. W. Hurrie, Mgr.-Secy., 143½ S. Front St. Local. 2. Sites, Bldgs. Funds.
Durand—
 DURAND C. OF C., Mrs. Jack Wells, Secy. (x)
 DURAND IND. DEV. CORP., Boyd Benedict, Pres. (x)
 SIMPLICITY ENGINEERING CO., G. W. Behuke, Pres., 1939 Ralph St. (x)
East Jordan—
 E. JORDAN BUS. MEN'S ASSN., Earl Clark, Secy. (x)
 E. JORDAN IND. DEV. CORP., Robert Campbell, Treas., State Bank of East Jordan. L. Sites, Bldgs. Funds.
Elk Rapids—ELK RAPIDS IND. DEV. CORP., Leo Spencer, Pres., c/o Ch. of Comm. (x)
Ellsworth—
 ELLSWORTH C. OF C., Henry Ruls, Secy. (x)
 ELLSWORTH IND. DEV. CORP., c/o Ch. of Comm. (x)
Escanaba—
 ESCANABA C. OF C., Jack Schwartz, Mgr., 710 Ludington St. Local. 2. Sites, Bldgs.
 ESCANABA FOUNDATION, Gust Asp, Pres., 710 Ludington St. Local. 2. Funds.
Fair Haven—ANCHOR BAY C. OF C. (x)
Ferndale—FERNDALD BD. OF COMM., W. R. Tarsney, Mgr., 195 W. Nine Mile Rd. (x)
Flint—
 FLINT C. OF C., E. J. Penny, Exec. Secy., 423½ Detroit St. (x)
 G. F. HEALY, 1517 W. 3rd Ave. (x)
 VAN CAMPEN RLTY. CO., J. K. Van Campen, Jr., 611 Genessee Bk. Bldg. Local. 2. Sites, Bldgs. Funds.
Flushing—
 HARLAN W. DYBALL, 801 Chamberlain St. (x)
 FLUSHING C. OF C., Herbert Henderson, Secy. (x)
Frankfort—
 FRANKFORT C. OF C., Richard Lehman, Secy.-Treas., City Hall Bldg. Local. 1. Sites, Bldgs. Funds.
 FRANKFORT IND. DEV. CORP., c/o Ch. of Comm. (x)

N. W. MICHIGAN IND. DEV. COUNCIL, Ward Stubbs, Chm., c/o State Savings Bk. (x)
Gagetown—GAGETOWN IND. DEV. CORP., c/o Ch. of Comm. (x)
Gaylord—OSTEGO CTY. C. OF C., Harry Collins, Pres. (x)
Gladstone—GLADSTONE C. OF C., H. G. Westcott, (x)
Grand Haven—GRAND HAVEN C. OF C., Claude Ver Dulin, Secy.-Mgr., 1 Washington St. Local. 2. Sites, Bldgs.
Grand Rapids—
 I. R. BLANDFORD, 171 Ottawa Ave., N. W. (x)
 DECKER & JEAN, 2172 Wealthy, S. E. (x)
 DUTCHER REALTY CO., Minor D. Dutcher, 206 Eastern Ave., S. E.
 GRAND RAPIDS IND. CORP., Alex T. McFadyen, Secy., Fed. Square Bldg. (x)
 GRTR. GRAND RAPIDS C. OF C., A. T. McFadyen, Exec. Secy., Fed. Square Bldg. Local. 14. Sites, Bldgs.
Grayling—CRAWFORD CTY. C. OF C., R. M. Hayes, Manager, 305 Ottawa, Local. 1. Sites, Bldgs. Funds.
Greenville—GREENVILLE C. OF C., A. S. Dayton, Secy.-Mgr., Comm. State Svgs. Bldg. Local. 1. Sites, Bldgs.
Hamtramck—HAMTRAMCK BD. OF COMM., Robert A. Buell, Exec. Secy. (x)
Hancock—HANCOCK C. OF C., J. L. West, Secy. (x)
Harrisville—
 HARRISVILLE C. OF C., E. W. Chapelle, Secy. (x)
 HARRISVILLE IND. DEV. CORP., c/o Ch. of Comm. (x)
Hastings—HASTINGS C. OF C. (x)
Hillsdale—HILLSDALE CTY. IND. DEV. COMM., R. D. Warfel, Ex. Secy., 4 State Bank Bldg. Local. 2. Sites, Bldgs.
Holland—HOLLAND C. OF C., W. H. Vande Water, Secy. (x)
Howell—HOWELL C. OF C., 303 W. Grand River, Local. 2. Sites, Bldgs.
Hudson—
 GREATER HUDSON ASSN., IND. COM-MITTEE, Homer R. Harper, Chm. (x)
 HUDSON IND. IMP. CORP., E. C. Rickenbaugh, Secy. Local. Sites, Bldgs.
Ionia—IONIA C. OF C., Walter B. Phelps, Secy., Mgr., 120 Depot St. Local. 3. Sites, Bldgs. Funds.
Iron Mountain—
 DICKINSON CTY. IND. DEV. CORP., Eino Kolemmainen, Ex. Mgr., Box 126. Local. 2. Sites, Bldgs. Funds.
 LAKE SHORE ENGINEERING CO. (x)
Iron River—IRON CTY. C. OF C., Geo. Statler, Secy. (x)
Ironwood—IRONWOOD C. OF C., Russell Glynn, Secy., 222 S. Suffolk St. Local. 2. Sites, Bldgs. Funds.
Ishpeming—GRTR. ISHPeming C. OF C., Keith King, Secy. (x)
Ithaca—
 ITHACA C. OF C., Paul Kernew, Secy.-Treas., 117½ W. Center St. Local. Sites, Funds.
 ITHACA IND. DEV. CORP., c/o Ch. of Comm. (x)
Jackson—
 CONSUMERS POWER CO., Horace L. Brewer, Dir. Ind. Dev., 212 W. Michigan Ave. (x)
 JACKSON AREA IND. DEV. CORP., John F. O'Neill, Ex. Dir., 109 Francis St. Local. 2. Sites, Bldgs. Funds.
Kalamazoo—
 ARTHUR C. EARLY & SON, Arthur C. Early, 490 W. South St.
 GEN. GAS LIGHT CO., G. A. Humphrey, Pres., 202 N. Park St. (x)
 KALAMAZOO C. OF C., F. Jos. Buckley, Sec., Mgr., 432 W. South St. Local. 7. Sites.
 HARRY A. HURNI, RLTR., 18 Henrietta St. (x)
 W. E. UPJOHN INST. FOR COM. RES., Samuel V. Bennet, Com. Prog. Dir., 709 South Westnedge Ave. Consit.
Kalkaska—
 KALKASKA C. OF C., Ruth Primmer, Secy. (x)
 KALKASKA IND. DEV. CORP., c/o Ch. of Comm. (x)
Lansing—
 EDWARD G. HACKER, Hacker Bldg. (x)
 LANSING C. OF C., Albert C. Boyd, Mgr., P. O. Box 419. (x)
 LANSING IND. DEV. CORP., c/o Ch. of Comm. (x)
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Laurium-LAURIUM C. OF C., A. B. Quello, Secy. (x)

Lowell-
LOWELL BD. OF TRADE, Harold Jefferies, Pres. (x)

Lowell IND. DEV. CORP., c/o Ch. of Comm. (x)

Ludington-
LUDINGTON C. OF C., E. H. Caspelson, Mgr., Stearns Hotel Office Bldg. Local. 2. Sites. Bldgs.

LUDINGTON IND. DEV. CORP., c/o Ch. of Comm. (x)

Manistee-MANISTEE CTY. BD. OF COMM., Max Adams, Secy.-Mgr., 411 River St. (x)

Manistique-TOP O'LAKE MICHIGAN C. Marquette-
MARQUETTE C. OF C., Ben E. Knauss, Secy.-Mgr., 199 S. Front St. (x)

UPPER MICHIGAN INDUSTRIAL COMMISSION, Gerald L. Johnson, Director, 101 Harlow Bldg. Local. 4. Sites. Bldgs.

Marshall-
MARSHALL C. OF C., R. A. Muckler, Mgr., 215 W. Michigan St. Local. 2.

MARSHALL IND. DEV. CORP., Arlo Sand-OF C., Fred D. Heltman, Exec. Secy. (x) ers, Chm., c/o Ch. of Comm. Local. Funds.

SHERER PROPERTY IND. DIST., Sherer-Gillett.

Mayville-MAYVILLE IND. DEV. CORP., c/o Ch. of Comm. (x)

Menominee-MENOMINEE C. OF C., Dick D. Rowlette, Ex. Mgr., First Natl. Bk. Bldg. Local. 2. Sites. Bldgs. Funds.

Mesick-
MESICK C. OF C., Ernest Belville, Secy. (x)

MESICK IND. DEV. CORP., c/o Ch. of Comm. (x)

Midland-MIDLAND C. OF C., C. E. Arnold, Mgr.-Dir., 214 Rodd St. Local. 3. Sites. Bldgs.

Millington-MILLINGTON DEV. CO., INC., Boyce Dalrymple, Pres. (x)

Monroe-MAYOR'S IND. DEV. COMMITTEE, Dr. Lawrence Frost, Ch. (x)

MONROE BUSINESS MEN'S ASSN., L. F. Jodry, Ex. Secy., 14½ S. Monroe. (x)

MONROE C. OF C., Richard McHenry, Ex. Secy. (x)

PORT OF MONROE IND. DIST., G. L. Solaun, Manager, 3055 E. Front St. Local. 1. Sites.

Morenci-
MORENCI IMP. ASSN., Don Carlson, Secy. (x)

MORENCI IND. DEV. CORP., c/o Ch. of Comm. (x)

Morley-
MORLEY C. OF C., Eldon Beardsley, Secy. (x)

MORLEY IND. DEV. CORP., c/o Ch. of Comm. (x)

Mount Clemens-GREATER MOUNT CLEMENS C. OF C., Douglas Nash, Exec. Secy. (x)

Mt. Pleasant-MOUNT PLEASANT C. OF C., Clem BeMent, Mgr., Commercial Bldg. Local. 2. Sites. Bldgs. Funds.

Muskegon-
J. J. FAGAN & CO., J. J. Fagan, 1061 Peck St. (x)

GRTR. MUSKEGON C. OF C., George I. Lindrup, Pres., 398 W. Webster Ave. Local. 9. Sites. Bldgs. Funds.

GRTR. MUSKEGON IND. FUND. INC., Herbert Jessom, Pres., 398 W. Webster Ave. Local. 9. Sites. Bldgs. Funds.

GREATER MUSKEGON C. OF C., Mr. C. L. Webb, Industrial Commissioner, 398 W. Webster Ave. IDA

MUSKEGON IND. DEV. CORP., C. F. Latimer, Pres., P. O. Box 696. Local. 4. Sites. Bldgs. Funds.

Muskegon Heights-
MUSKEGON H'GHTS BD. OF COMM., Frank Starha. (x)

MUSKEGON HGHTS. PROGRESSIVE BUS. MEN'S CLUB, L. G. Warner, Secy.

Negaunee-NEGAUNEE BUSINESS & PROF. ASSN., Tom Fellow, Mgr. (x)

Niles-NILES C. OF C., J. F. McCarty, Jr., Ex. Secy., Box 351. Local. 3. Sites. Bldgs.

Olivet-
OLIVET C. OF C., R. H. Wilks, Secy.-Treas. (x)

CLIVET IND. DEV. CORP., c/o Ch. of Comm. (x)

Oscoda-
AUS-CODA DEV. CORP., C. Dwight Wood, Mgr., 104 S. State St. (x)

OSCODA-AUSABLE C. OF C., Howard Draper, Pres., 104 S. State St. Local. 1. Sites. Bldgs.

Owosso-
OWOSSO C. OF C., Lawrence E. Bannan, Secy.-Treas. (x)

OWOSSO IND. DEV. CORP., c/o Ch. of Comm. (x)

Petoskey-PETOSKEY C. OF C., Donald O. Ruffer, Secy.-Mgr., 453 E. Lake St. Local. 3. Sites. Bldgs. Funds.

Pigeon-
PIGEON C. OF C., John Oesch, Secy.-Treas. (x)

PIGEON IND. DEV. CORP., c/o Ch. of Comm. (x)

Plymouth-PLYMOUTH C. OF C., E. I. Kornfield, Mgr., 455 S. Main. Local. 1. Sites. Bldgs.

Pontiac-
ROY ANNETT, INC., RLTRS., Bruce J. Annett, 28 E. Huron St.

FLOYD KENT, 82½ N. Saginaw. (x)

OAKLAND CTY. PLAN. COMM., Geo. N. Strub, Dir., 1 Lafayette St. Local. 6. Sites.

PONTIAC AREA C. OF C., John W. Hirlinger, Mgr., Weldron Hotel Bldg. Local. 4. Sites. Bldgs.

Port Huron-
PORT HURON C. OF C., Thomas G. Cordell, Secy.-Mgr. (x)

PORT HURON-MARYSVILLE IND. DEV. CORP., George E. Billings, Mgr., Dir., 1109 Military St. Local. 2. Sites. Bldgs. Funds.

Reed City-
REED CITY C. OF C., Dr. E. M. Halfman, Secy. (x)

REED CITY IND. DEV. CORP., c/o Ch. of Comm. (x)

River Rouge-W. W. WOODWARD, BROK-ER, 94 Walnut St. (x)

Rogers City-
ROGERS CITY C. OF C., John Blasky, Pres., 141 S. 3rd St. Local. 1. Sites. Bldgs.

ROGERS CITY IND. DEV. CORP., c/o Ch. of Comm. (x)

Royal Oak-ROYAL OAK C. OF C., Roland B. Powers, Mgr.-Secy., 500 S. Washington St. Local. 1.

Saginaw-SAGINAW C. OF C., Robert H. Albert, Mgr., P. O. Box 730. (x)

Saint Joseph-TWIN CITIES C. OF C. IND. DEPT., Ted Vernasco, Dir. Ind. Dev., 608 Pleasant St. Local. 2. Sites. Bldgs.

Sault Ste. Marie-
SAULT STE. MARIE C. OF C., C. A. Paquin, Secy. (x)

SAULT STE. MARIE IND. EXEC. BD., C. A. Paquin, Ex. Secy., 119 Ashmun St. Local. 1. Sites. Bldgs. Funds.

Scottville-
SCOTTVILLE C. OF C., Harold J. Larsen, Secy. (x)

SCOTTVILLE IND. DEV. CORP., c/o Ch. of Comm. (x)

South Haven-S. HAVEN IND. FUND. INC., Donald M. Goodville, Pres., 330 Kalamazoo St. Local. 1. Sites. Bldgs. Funds.

Stephenson-STEPHENSON DEV. CORP., Jos. B. Gucky, Pres. Local. Sites. Bldgs. Funds.

Sturgis-
BARKER IND. PARK, S. D. Barger, Rltr., Box 6.

STURGIS C. OF C., Roy W. Murphy, Jr., Ex. Secy., Box 165. Local. 2. Sites. Bldgs.

STURGIS IND. DEV. CORP., c/o Ch. of Comm. (x)

Tawas City-
DETROIT & MACKINAC RWY. CO., C. Dwight Wood. (x)

TAWAS C. OF C., Bertha Montgomery, Office Mgr. Local. 1. Sites. Bldgs.

Three Rivers-THREE RIVERS C. OF C., Mrs. Carol Boulette, Mgr. (x)

Traverse City-
TRAVERSE CITY C. OF C., Merle C. Lutz, Secy., 129 E. Front St. Local. Sites. Bldgs. Funds.

TRAVERSE CITY IND. FUND. INC., Merle Lutz, Mgr., 129 E. Front St. Local. Sites. Bldgs. Funds.

Union City-
UNION CITY C. OF C., George G. Gray, Secy. (x)

UNION CITY IND. DEV. CORP., c/o Ch. of Comm. (x)

Vermontville-
VERMONTVILLE C. OF C., Mrs. Wilbur Walsh, Secy. (x)

VERMONTVILLE IND. DEV. CORP., c/o Ch. of Comm. (x)

Wyandotte-
DOWN RIVER C. OF C., Robert G. Wilson, Exec. Secy., P. O. Box 269. (x)

TREADWELL REAL ESTATE CO., Donald H. Treadwell, Pres., 15032 Fort St. Regional. 14. Sites. Bldgs.

Yale-
YALE-COM. DEV. ASSN., Charles McMillin, Chm. (x)

YALE IND. DEV. CORP., c/o Ch. of Comm. (x)

Ypsilanti-YPSILANTI BD. OF COMM., Paul Ungrodt, Secy. (x)

MINNESOTA

Ada-ADA INDUSTRIES, INC., Lyle Arneson, Secy. (x)

Adrian-ADRIAN C. OF C., Joseph N. Brabender, Secy. (x)

Albany-ALBANY DEV. CORP., Andrew J. Glatzmaier, Secy. (x)

Albert Lea-
ALBERT LEA C. OF C., W. H. Sykes, Ex. Secy., Hyde Bldg. Local. 2. Sites. Bldgs. Funds.

INTERSTATE POWER CO., C. E. Myers, Dist. Mgr. Sites. Bldgs.

JOBS BUILDERS, INC., Wm. H. Sykes, Ex. Secy., Hyde Bldg. Local. 1. Sites. Bldgs. Funds.

JOBS, INC., Wm. H. Sykes, Secy. (x)

Alexandria-ALEXANDRIA DEVELOPERS, Archie W. Trumm, Pres.

Amboy-AMBOY DEV. CORP., Eldor Pick, Secy. (x)

Anoka-GRTR. ANOKA C. OF C., Roger J. Leaf, Mgr. (x)

Atwater-ATWATER DEV. ASSN., Harold Berg, Secy. Local. Sites. Bldgs. Funds.

Aurora-MODERN DEV. CO., J. W. Harris. (x)

Austin-AUSTIN IND. DEV. CORP., R. J. Emmerich, Secy. (x)

Barnesville-BARNESVILLE DEV. CORP., George H. Felde, Secy., c/o Ch. of Comm. (x)

Barnum-BARNUM DEV. CORP., Edwin E. Mann, Secy. (x)

Battle Lake-BATTLE LAKE CIVIC & COMM. IND. DEV. COMM., Wm. J. Dowling, Secy. (x)

Belgrade-BELGRADE COMMERCIAL CLUB, George Borgerding, Secy. (x)

Belview-BELVIEW IMPR. CORP., Oscar B. Sjaastad, Secy. (x)

Bemidji-BEMIDJI C. OF C., Al Crowder, Mgr., Information Bldg. Local. 3. Sites. Bldgs.

Benson-BENSON IND. DEV. COMM., Paul Gandrud, Secy. (x)

Big Lake-BIG LAKE COMMERCIAL CLUB, E. A. Guppy, Secy. (x)

Bird Island-BIRD ISLAND IND. DEV. CORP., Henry W. Scott, Secy. (x)

Blackduck-BLACKDUCK CIVIC & COMM. ASSN., Preston Anderson, Secy. (x)

Bloomington-BLOOMINGTON C. OF C., T. Gray Cassidy, Ex. Secy., 5 E. Old Shakopee Rd. Local. 1. Sites. Bldgs.

Blue Earth-BLUE EARTH IND. SER. CO., Ken Young, Secy. (x)

Braham-BRAHAM BUILDERS, INC., Oscar A. Olson, Sr., c/o Ch. of Comm. (x)

Brainerd-
BRAINERD C. OF C., V. F. Anderson, Ex. Secy., Cor. 6th & Washington. Local. 2. Sites. Bldgs. Funds.

BUILD BRAINERD, INC., W. D. Curtis, Secy. (x)

Breckenridge-BRECKENRIDGE IND. DEV. CORP., Leo Drey. (x)

Bricelyn-BRICELYN SERVICE CORP., Kenneth A. Johnson, Secy. (x)

Browerville-BROWERVILLE INVESTMENT CLUB, Herman Holler, Secy. (x)

Buffalo-BUFFALO BUS. DEV. CORP., COMM., S. J. Miller, Secy. (x)

Cambridge-CAMBRIDGE DEV. CO., Robert A. Johnson, Secy. (x)

Cannon Falls-CANNON FALLS IND. DEV. CORP., Donald Mensing, Secy. (x)

Cass Lake-CASS LAKE IND. DEV. COMM., G. A. Fuller, Chm. (x)

Chaska-GRTR. CHASKA, INC., A. L. Engelhardt. (x)

Chatfield-
CHATFIELD COMM. DEV. ORGN., E. W. Kujawa, Chm., 708 Winona St. Local. Sites. Bldgs.

INTERSTATE POWER CO., K. L. Meyer, Dist. Mgr. Sites. Bldgs.

MINNESOTA

Chokio—CHOKIO RES. & DEV. COMMITTEE, A. B. Schuster, (x)
Clara City—CLARA CITY DEV. CORP., Herb Fischer, Secy. (x)
Cokato—COKATO ASSN. OF BUS. & PUBL. AFFAIRS, Howard L. Johnson, Secy. (x)
COKATO INDUSTRIAL COMMITTEE, C. E. Mitchell, Chm. (x)
Cosmos—COSMOS COMMUNITY DEV. ASSN., Henry Raske, (x)
Crookston—CROOKSTON C. OF C., R. J. Molampy, Secy., Box 535, Local 2, Sites, Bldgs. (x)
CROOKSTON JOBS, INC., M. R. Campbell, Secy. (x)
Crosby—CROSBY AREA DEV. COMM., Gene Foote, Chm. (x)
Cyrus—CYRUS COMMERCIAL CLUB IND. COMMITTEE, Ernest Tinseth, Chm. (x)
Darfur—DARFUR COMMERCIAL CLUB, H. V. Carlson, Pres. (x)
Dassel—DASSEL CIVIC IMPR. ASSN., INC., Win Menthe, Secy. (x)
Dodge Center—DODGE CENTER IND., INC., L. A. Paulsrude, Secy. (x)
Detroit Lakes—DETROIT LAKES IND. DEV. CORP., Mel Soderberg, Secy. (x)
Delano—DELANO IND. DEV. CORP., Robert Bakke, Secy.
Duluth—DULUTH IND. BUREAU, Emery D. Hoen-shell, Dir., 212 Medical Arts Bldg. Local 2, Sites, Bldgs.
DULUTH PORT AUTHORITY, Robert T. Smith, Port Dir., 909 Alworth Bldg.
MINNESOTA POWER & LIGHT CO., Howard Cooper, Vice Pres. (x)
PRINDLE-LACHMUND CO. (x)
RESERVE MINING CO., Ed Scmitt, Dir. Publ. Rel., 300 Christie Bldg. (x)
East Grand Forks—EAST GRAND FORKS COMMERCIAL CLUB, Henry Tweton, Secy. (x)
Eden Valley—EDEN VALLEY C. OF C., Joseph McCarthy, Secy. (x)
Edgerton—EDGERTON CIVIC CLUB, A. J. Ekdom, Secy. (x)
Elbow Lake—ELBOW LAKE CIV. & COMM. ASSN., John Henry, Pres. (x)
Elk River—ELK RIVER ASSO. INVESTORS, INC., J. H. Bailey, Secy. (x)
Ellendale—ELLENDALE INDUSTRIES, INC., Oscar Groth, Secy. (x)
Elmore—ELMORE DEV. CO., Mrs. Lyle Schuler, Secy. (x)
Eveleth—EVELETH BUSINESSMEN'S ASSN. COMMITTEE, Joseph Oreke, Secy. (x)
Faribault—FARIBAULT C. OF C., H. Lew Malcolm, Mgr., 101 Central Ave. Local Sites, Bldgs. Funds.
Fairfax—FAIRFAX DEV. COMMITTEE, E. A. Schiro, Mayor, (x)
Fairmont—FAIRMONT DEV. CORP., Edwin Olesen, Secy. (x)
Farmington—FARMINGTON IND. DEV., INC., G. J. Reihsen, Pres. (x)
Fergus Falls—FERGUS FALLS C. OF C., Robert C. King, Mgr., 202 S. Court St. Local 2, Sites, Bldgs. Funds.
FERGUS FALLS IND. DEV. CORP., Merald Enstad, Secy. (x)
OTTER TAIL POWER CO., Cyrus G. Wright, Pres., 125 S. Mill St. (x)
Forest Lake—GRTR. FOREST LAKE ASSN., Koscle Marsh, Ex. Secy. (x)
FOREST LAKE PLAN. COMM., C. A. Baltes, (x)
Fosston—FOSSTON BUS. DEV. ASSN., Laurence Granum, Pres. (x)
Franklin—FRANKLIN C. OF C. DEV. CORP., Industrial Dev. Comm., Harold Munne, Secy. Local, Sites, Bldgs. Funds.
Freeborn—FREEBORN BUSINESSMEN'S DEV. COMMITTEE, A. K. Veldey, Chm. (x)
Fridley—FRIDLEY IND. DEV. CORP., Ernest Madsen, Secy. (x)
Fulda—INTERSTATE POWER CO., S. T. Christianson, Dist. Mgr. State, Bldgs.
Gaylord—GAYLORD INDUSTRIES, INC., Robert G. Williamson, Secy. (x)
Glencoe—GLENCOE DEV. ASSN., INC., Robert Hartell, Secy. (x)
Glenwood—GLENWOOD DEV. CORP., Wallace C. Ogdahl, Chm. (x)
Gonvick—GONVICK COMMUNITY CLUB, R. J. Patnade, Secy. (x)
Good Thunder—GOOD THUNDER AREA Dev., Inc., Karl Bruscke, Secy. Local Sites, Bldgs.

Graceville—GRACEVILLE IMPR. GROUP, Harold Beyer, Chm. (x)
Grand Rapids—GRAND RAPIDS C. OF C., Hubert F. Dear, Mgr., 401 Pokogama Ave. Local 2.
ITASCA CITY RURAL DEV. COUNCIL, George Saska, Secy. (x)
Granite Falls—GRANITE FALLS JOBS & INDUSTRIES, INC., E. J. Vaala, Pres. Local, Sites, Bldgs. Funds.
Harmony—HARMONY IND. DEV. CORP., George E. Frogner, (x)
Hastings—HASTINGS IND. DEV. CORP., Frank Lindholm, Chm. (x)
Hawley—HAWLEY C. OF C., Ind. Dev. Committee, Willard Thysell, Chm. (x)
Hayfield—HAYFIELD DEV. COMM. CIL, Lloyd Baken, Secy. (x)
Hector—HECTOR C. OF C., Harold L. Ericson, Local, Sites, Bldgs. Funds.
Henning—HENNING DEV. CORP., INC., G. C. Clement, (x)
Hibbing—HIBBING C. OF C., Hubert E. Olson, Mgr. Local, Sites.
Hills—HILLS COMMUNITY DEV. COMMITTEE, Mrs. Irene Hixson, Secy. (x)
Howard Lake—HOWARD LAKE BUSINESSMEN'S ASSN. INC., Omar E. Glessing, Chm. (x)
Hutchinson—HUTCHINSON CIV. & COMM. ASSN., Ind. Promotion Committee, Glen Engwall, Chm. (x)
Isanti—ISANTI BOOSTER CLUB, Norman Stvempgas, Pres. (x)
Jackson—JACKSON INDUSTRIES, INC., Burt Watland, Secy. (x)
Janesville—JANESVILLE C. OF C., Industrial Committee, Clarence A. Johnson, Secy. (x)
MINN. VALLEY NATL. GAS CO., Everett H. Dumai, Main St. (x)
Kasson—KASSON DEV. CO., INC., W. E. Swendon, Secy. (x)
Kenyon—KENYON DEV. CORP., Robt. J. Bjelland, Secy. (x)
Kerkhoven—KERKHOVEN DEV. COMM., Clarence A. Johnson, Secy. (x)
Lafayette—LAFAYETTE INDUSTRIES, INC., Delphin Anderson, Pres. Local Sites.
Lake City—LAKE CITY IND. DEV. CORP., G. H. Danielson, (x)
Lake Lillian—LAKE LILLIAN CIV. & COMM. IND. COMMITTEE, H. N. Mayer, (x)
Lake Park—LAKE PARK CIV. & COMM. ASSN., Theron V. Vigen, Jr. Pres. (x)
Lakeville—LAKEVILLE COMMERCIAL CLUB, Aldon A. Zimmer, (x)
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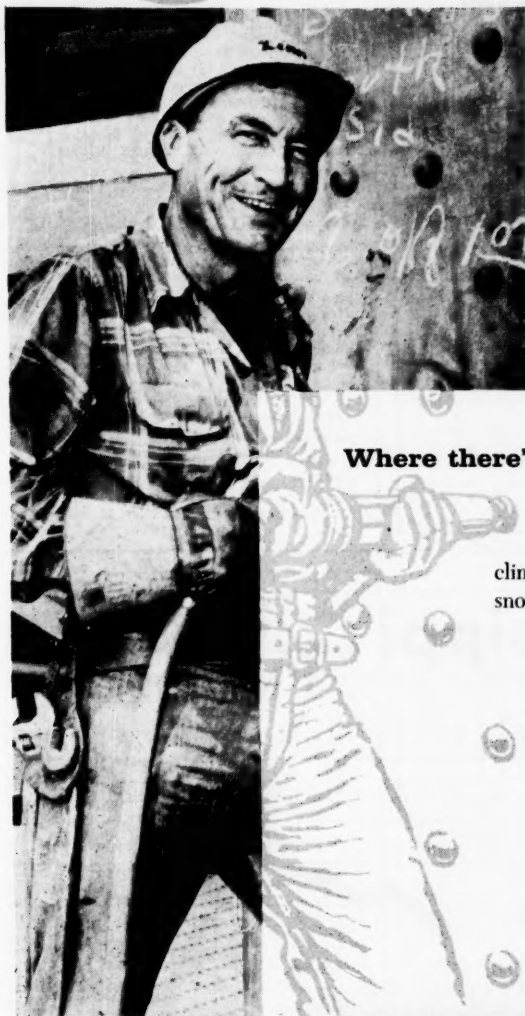
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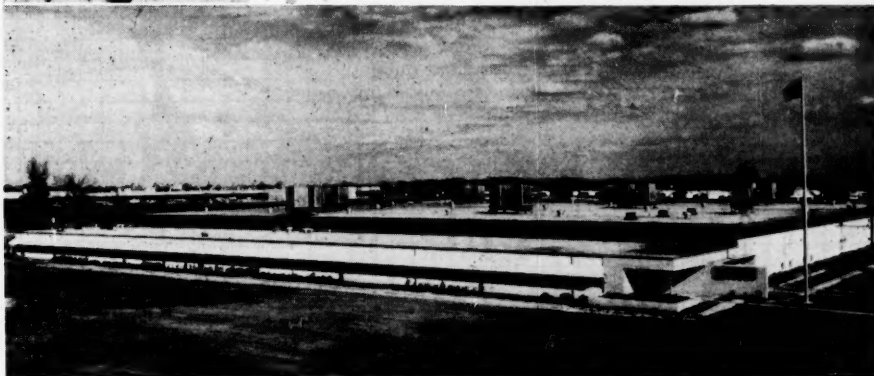
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R. Bowers, Ind. Engr. & Mgr., Box 249.
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DEPOSIT GUARANTY BANK & TRUST,
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Ind. Dept., Box 1038. Local. 9. Sites. Bldgs.
Funds.
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Dir. 1504 State Off. Bldg. State. 15. Sites.
Bldgs.
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Mgr., Standard Life Bldg. State. 9.
MISS. INDUS. RESEARCH CTR., Dr. W.
Paul Brann, Dir., Box 1037. State. 10.
Sites. Bldgs.
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MISS. VALLEY GAS CO., Fred E. Plummer,
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Bridges, Chm., Bridges Bldg.
HENRY V. ALLEN & ASSOC., Henry V.
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October, 1959

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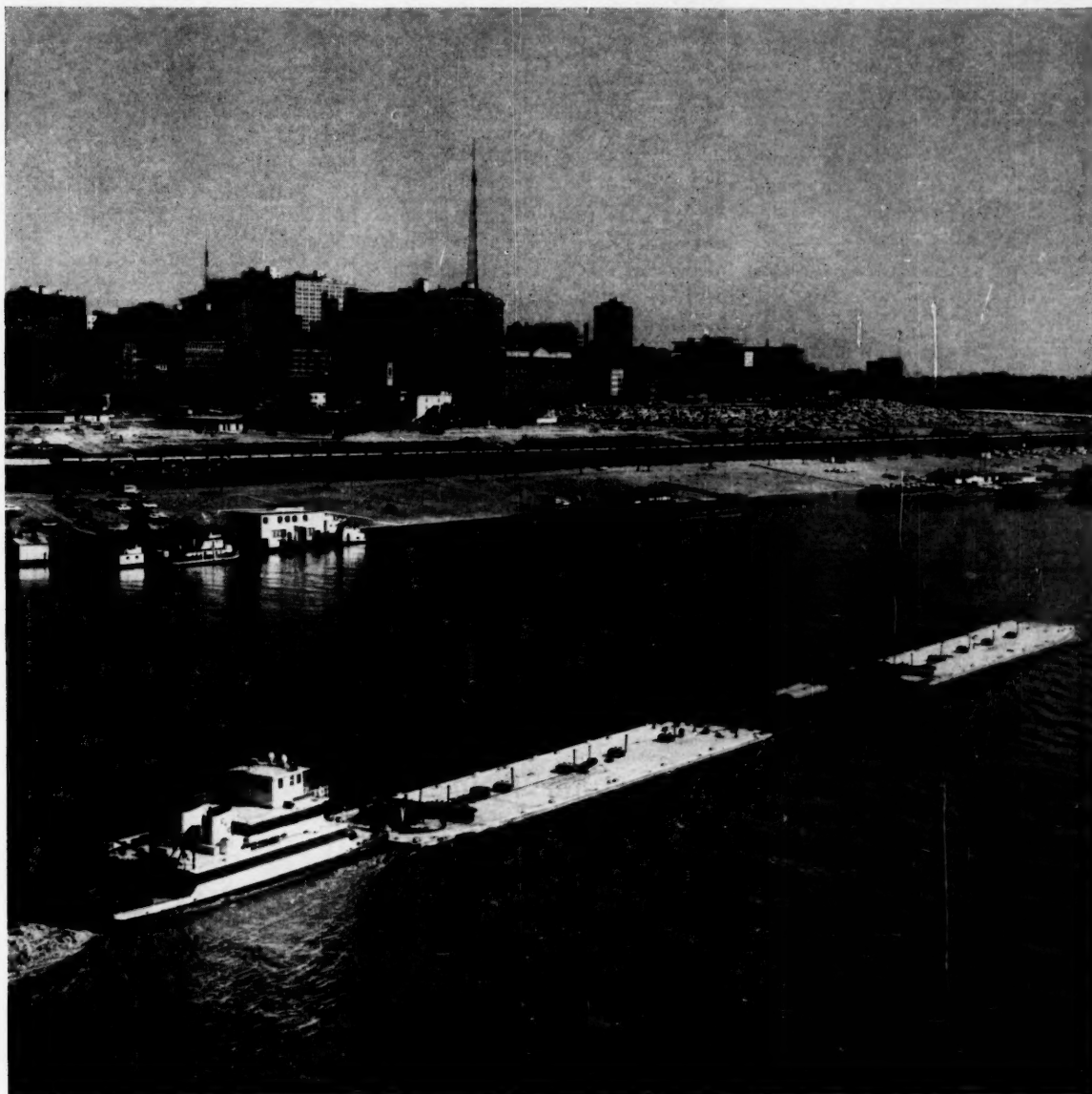
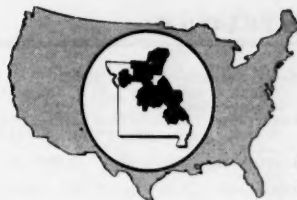
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Whitefield—WHITEFIELD IND. CORP., Fred Astle, Pres., King Sq. Local. Funds.

Woodsville—WOODSVILLE AREA INDUSTRIES, INC. L. J. Castello, Secy.-Treas. (x)

N. J. Natural Gas Co., J. V. Richards, Jr., Ind. Sales Mgr., 601 Bangs Ave. State. 2 Sites. Bldgs.

WALL TWP. INDUSTRIAL COMMITTEE, John G. Williams, Secy., 601 Mattison Ave. (x)

Atlantic City—ATLANTIC CITY C. OF C., E. W. Fansler, Ex. Secy. (x)

Atlantic City Elec. Co., Edwin L. Gerber, Mgr. Dev., 1600 Pacific Ave. Regional. 2 Sites. Bldgs.

Atlantic City Rlty. Co., Frank P. Grauwatt, Pres., 198-S. Va. Ave. (x)

South Jersey Gas Co., V. F. Stanton, V. P., 2001 Atlantic Ave. Regional. 2 Sites. Bldgs.

Southern N. J. Dev. Council, G. Raymond Wood, Dir., 9 Boardwalk Arcade. Regional. 4 Sites. Bldgs.

Bayonne—BAYONNE C. OF C., H. M. Grefin, Pres. (x)

Bedminster—WILMER N. TUTTLE, Main St., Rte. 202 Local. 1.

Belleville—BELLEVILLE C. OF C., Edward J. Littig. (x)

Belmar—BELMAR C. OF C., John Henderson, 718-9th Ave. (x)

Belvidere—BELVIDERE COORDINATING COUN., Harold Smith, 628-3rd St. (x)

Bergenfield—BERGENFIELD C. OF C., T. J. Prime. (x)

Blairstown—BLAIRSTOWN C. OF C., Kurt Seidel, Pres. Local. 1.

Bloomfield—BLOOMFIELD C. OF C., Diran A. Kirk, Ex. Secy. (x)

Bogota—BOGOTA C. OF C., S. Petty. (x)

Thomas D. Sheppard Assoc., Inc. (x)

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Bound Brook—INTERBOROUGH C. OF C., Mrs. Agnes M. Harris. (x)

Bridgeton—BRIDGETON BD. OF TRADE, Mrs. Betty Ireland. (x)

Burlington—GRTR. BURLINGTON C. OF C., Leonard Leader, Exec. Dir., 326 High St. Local. 2 Sites. Bldgs.

Caldwell—CALDWELL-WESTERN ESSEX C. OF C., Geo. L. Ripley. (x)

Camden—CAMDEN CTY. C. OF C., Harry W. Young, Ex. V. P. (x)

Camden Marine Terminals, D. C. Nevins, Gen. Mgr. (x)

Del. River Port Authority, J. Alex Crothers, Dir., Port Dev. Dept., Bridge Plaza. (x)

Markheim-Chalmers, Inc., Wm. W. Chalmers, 540 Cooper St. (x)

PA. Reading Seashore Lines, C. W. Omrod, Ind. Agt., 22 Federal St. State. 1 Sites. Bldgs.

Geo. B. Robeson & Son, Geo. B. Robeson, 622 Cooper St. (x)

A. J. Rosenfeld, 709 Market St. (x)

South Jersey Port Commission, D. C. Nevins, Gen. Mgr., Foot of Beckett St. (x)

Carlstadt—CARLSTADT BD. OF TRADE, Geo. Zimmermann. (x)

Chatham—CHATHAM AREA C. OF C., Chas. A. MacArthur. (x)

Clifton—CLIFTON C. OF C., Ira Schoem, Exec. Sec. (x)

Krugman & De Petro, Nathan P. Hoffman, Mgr. Ind. Dept., 1330 Main Ave. Regional. 5 Sites. Bldgs.

Clinton—CLINTON C. OF C., Earl McClintock, Pres. Local. 1.

Cologne—ATLANTIC INDUSTRIAL PARK, Ole Hansen & Sons, Inc., 22 N. Franklin Ave. (x)

Denville—DENVER IND. CMTE., B. B. Benton, Chmn., 134 Cedar Lake West. Local. 1.

N. J. Power & Light Co., W. G. Parry, Asst. V. P., 400 E. Main St. Regional. 6 Sites. Bldgs.

Jersey Cent. Power & Light Co., N. J. Power & Light Co., Roger H. Williams, Mgr. Site Service, 400 East Main St. State. 1 Sites. Bldgs.

Dover—DOVER AREA C. OF C., Otto Marquard, Sec., 28 E. Blackwell St. Local. 1.

N. J. Power & Light Company, A. W. Haynes, Div. Sales Mgr., 105 E. McFarlan St. State. 5 Sites. Bldgs.

Dunellen—DUNELLEN C. OF C., J. W. Neylon. (x)

East Newark—E. NEWARK IND. CTR. INC., W. J. Roth, Jr., Mgr., 5 Central Ave. State. Sites. Bldgs.

East Orange—FRANK H. TAYLOR & SON, INC., Harry A. Taylor, Pres., 23 S. Harrison St. International. 30 Sites. Bldgs. Funds.

East Paterson—E. PATERSON C. OF C., Chas. Raia, Jr. (x)

East Rutherford—E. RUTHERFORD C. OF C., R. H. Ganthier. (x)

Easton—EATONTOWN IND. COMMITTEE, Karl F. Whitol, Whitol Industries, Lewis St. Local. 1 Sites.

Egg Harbor—EGG HARBOR CITY C. OF C., Fred E. Morganweck. (x)

Elizabeth—BROWN & BROWN, Frank J. Brown, 160 Elmora Ave. (x)

C. A. C. OF EASTERN UNION CTY., Adrian O. Murray, Ex. V. P. (x)

Elizabethtown Consolidated Gas Co., Richard E. Crane, Dir. Ind. & Comm. Sales, 16 W. Jersey St. Local. 2.

Daniel C. Hanrahan, Daniel C. Hanrahan, 470 North Ave. Local. 6 Sites. Bldgs.

Adrian O. Murray, 1143 E. Jersey St. (x)

Yafa Engr. Corp., E. J. Grassmann, 433 N. Bd. St. (x)

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Englewood C. OF C., H. E. Richmond, Ex. Vice Pres. (x)

Fair Lawn—FAIR LAWN IND. PARK, INC., James M. Rice, V. P., 16-06 Fair Lawn Ave. State. 5.

Flemington—FLEMINGTON C. OF C., Carl Frederick, Sec. Local. 1.

Florham Park—BORO OF FLORHAM PARK, Frank Rode, Adm. Supvtr., Boro Hall. Local. 1 Sites.

Franklin—FRANKLIN C. OF C., John Ralston, Pres., Main St. Local. 1.

Franklin Borough Plan. Bd., Dr. Charles Shoemaker, Pres., Main St. Local. 1 Sites. Bldgs.

Franklin Ind. Comm., Emanuel Honig, Pres., c/o Borough Clerk. Local. 1.

Freehold—FREEHOLD C. OF C., Mrs. Fred Crisanto, Sec., 19 Park Ave. Local. 1.

Freehold Twp. Ind. Comm., Frank K. Arnold, Chmn., R.D. 3. Local. 1 Sites. Bldgs.

Monmouth Cty. Ind. Dev. Dept., James A. Latta, Dir., Hall of Records. Local. 2 Sites. Bldgs.

Monmouth County Planning Board, Reid N. Dickerson, Ind. Rep., 18 Court St. Local. 2 Sites. Bldgs.

Garfield—GARFIELD C. OF C., E. C. Kornhoff. (x)

Gillette—PASSAIC VALLEY C. OF C., Frederick Lemk, Jr., Long Hill Rd. (x)

Glen Rock—GLEN ROCK C. OF C., Mrs. F. Plumb. (x)

Hackensack—BERGEN CTY. C. OF C., William L. Seubert, Exec. Vice Pres. (x)

Hackensack C. OF C., E. F. Walsh, Exec. Secy. (x)

James E. Hanson, 210 Main St. (x)

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Hackettstown Ind. Comm., Wm. Rossy, Ch. c/o Town Clerk. (x)

Hammononton—HAMMONTON C. OF C., Mrs. Laura P. Didanoto. (x)

Harrison—HARRISON C. OF C., E. A. Rordan. (x)

Hasbrouck Heights—HASBROUCK HGTS. C. OF C., Mrs. Florence Conover. (x)

Hawthorne—HAWTHORNE C. OF C., J. A. Faber. (x)

Highland Park—HIGHLAND PARK C. OF C., Bertha E. Skevington, P. O. Box 61. (x)

Hightstown—HIGHTSTOWN BORO, Milton H. Cunningham, Mayor, 106 Stockton St. Local. 1 Sites. Bldgs.

Hillside—D. O. EVANS, 1445 N. Broad St. (x)

Hoboken—CAMDEN FORGE CO., Box 269. (x)

Joseph J. Garibaldi Org., J. J. Garibaldi, Jr., 77 River St. (x)

Hoboken C. OF C., C. P. Stalling, Exec. Vice Pres. (x)

C. B. Snyder Rlty Co., Clinton B. Snyder, 61 Newark St. (x)

NEW JERSEY

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Andover—TOWNSHIP OF BYRAM, W. W. Harding, Clerk, Cranberry Lake R.D. Local. 1.

Asbury Park—ASBURY PARK C. OF C., Neal Tompkins, Gen. Mgr., 643 Mattison Ave. (x)

Asbury Park Natl. Bank & Trust, John G. Williams, 601 Mattison Ave. Local. Sites. Bldgs. Funds.

Jersey Cent. Power & Light Co., E. M. Ambler, Div. Mgr., 501 Grand Ave. Regional. 5 Sites. Bldgs.

Dunellen—DUNELLEN C. OF C., J. W. Neylon. (x)

NEW JERSEY

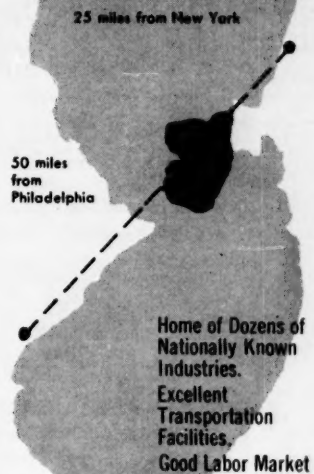
Irvington—JOHN M. CULLERTON, 1207 Springfield Ave. (x)
IRVINGTON C. OF C., John Weller, Exec. Secy., 1007 Springfield Ave. Local. 3. Sites. Bldgs.
Jersey City—JERSEY CITY BUREAU OF ECONOMIC DEV., Bernard M. Hartnett, Exec. Dir., City Hall. Local. 6. Sites. Bldgs.
JERSEY CITY C. OF C., Thomas N. Stainback, Ex. V. P., 921 Bergen Ave. (x)
J. I. KISLAK, INC., J. I. Kislak, 32 Journal Sq. (x)
BEN SCHLOSSBERG, INC., Ben Schlossberg, 900 Bergen Ave. (x)
TRUST CO. OF N. J., Paul Bestor, Chm. of the Bd., 35 Journal Sq. (x)
Kearny—WEST HUDSON C. OF C., Chas. J. Zetkus. (x)
Kenvil—ROXBURY TWP. IND. COMM., A. R. Ely, Chmn. Local. 1.
Keyport—JERSEY CENT. POWER & LIGHT CO., N. W. Foy, Div. Sales Mgr., 58 Front St. (x)
KEYPORT BUS. MEN'S ASSN., Miss Vera Conover. (x)
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LAKEWOOD C. OF C., Daniel S. Hollenga, Mgr., 325 Second Ave. Local. 1.
LAKEWOOD IND. COMM., Bertram Landers, L14 Madison Ave. Local. 2. Sites. Bldgs.
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Livingston—LIVINGSTON IND. DEV. COMM., John J. Bidal, Chmn., 332 Beaufort Ave. Local. 1. Sites.
Lodi—LODI C. OF C., M. J. Lalumia. (x)
Long Branch—LONG BRANCH C. OF C., Charles Kramer, Mgr., 279 Broadway. Local. 2. Sites. Bldgs.
Madison—MADISON C. OF C., H. F. Parsons, Secy., 41 Kings Rd. (x)
Maywood—MAYWOOD C. OF C., L. S. Rubin. (x)
Metuchen—METUCHEN C. OF C., Mrs. Dolores J. Wester, Exec. Secy. Local. 1. Sites.
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Milford—MILFORD C. OF C., Arnold Bowker, Pres. Local. 1.
Millburn—MILLBURN C. OF C., Al Davis, Pres. (x)
Millington—PASSAIC TWP. IND. & ECON. DEV. CMTE., Burtis W. Horner, 136 Cross Hill Rd. Local. 1. Sites. Bldgs.
Milltown—MILLTOWN IND. PARK, c/o Ch. of Comm. (x)
Millville—MILLVILLE BD. OF TRADE, N. Douglas Russel, Cassell Bldg. (x)
Montclair—MONTCLAIR C. OF C., T. Scovill Snyder, Exec. V. P. (x)
Montville—MONTVILLE TWP. IND. COMM., Noble D. Daugherty, Box 245. Local. 1. Sites.
Morristown—FIRST NATL. IRON BANK, D. Ayres, 22 South St. Local. 1. Sites. Bldgs.
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MORRISTOWN AREA C. OF C., K. E. Kostenbader, Ex. Dir., 10 Park Pl. Local. 3. Sites. Bldgs.
MORRIS CTY. PLANNING BD., John H. Geiger, Plan. Dir., Court House. Local. 8. Sites.
MORRIS CTY. SAVINGS BANK, R. Emery, 21 South St. (x)
MORRISTOWN TRUST CO., Adam Cross, 225 South St. Local. 1. Sites. Bldgs.
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Mt. Freedom—RANDOLPH TWP. IND. COMM., Lynn W. Bennett, Secy., Municipal Bldg. Local. 1.
Mt. Holly—BURLINGTON CTY. DEV. COMM. & PLAN. BD., Geo. M. Rogers, Ex. Secy., 131 High St. Local. 3. Sites. Bldgs. Funds.
GREATER MOUNT HOLLY C. OF C., Ray J. Dunn, Exec. Secy., 104 High St. Regional. 2. Sites. Bldgs.

MOUNT HOLLY C. OF C., Mrs. Dorothy B. Reid. (x)
Nasquan—WALL TWP. IND. CMTE., John G. Williams, P. O. Box 165, Local. 1. Sites.
Neshanic—BRANCHBURG TWP. IND. COMM., J. Peter Vermeulen, Secy., Fairview Dr. Local. 1.
Netcong—NETCONG AREA IND. COMTE., Thomas Koclas, Chmn., 66 Main St. Local. 1.
Newark—ALLIED RLTY., Marvin N. Schopel, V. P., 1025 Broad St. National. 5. Sites. Bldgs.
JACK BIRNHOLZ & CO., Jack Birnholz, Pres., 774 Broad St. Local. 5. Sites. Bldgs. Funds. Rlty.
WM. L. BLANCHARD CO., Wm. F. Blanchard, Pres., 45 Pioneer St. State. 30. Sites.
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A. V. CARKHUFF, 744 Broad St. (x)
DAVID CRONHEIM, 39 Branford Pl. (x)
FEIST & FEIST, B. A. Seiple, Ind. Mgr., 58 Park Pl. 5. Sites. Bldgs. Funds.
LEO FLASTER AGENCY, Leo Flaster, 744 Broad St. (x)
MARTIN W. FLUSSER, 786 Broad St. (x)
GREATER NEWARK DEV. COUNCIL, Robert G. Cowan, Pres., c/o Natl. Newark & Essex Banking Co. (x)
JAMES E. HANSON, 744 Broad St. (x)
HOUSTON, SETTLE & CO., David T. Houston, 200 Washington St. (x)
EMANUEL L. KAMM, Emanuel L. Kamm, 744 Broad St. (x)
LEHIGH WHSE. & TRANSFER CO., C. William Drake, 98 Frelinghuysen Ave. (x)
NEWARK C. OF C., K. S. Carberry, Exec. Vice Pres., 20 Branford Pl. Local. 9. Sites. Bldgs. Funds.
NEWARK ECON. DEV. COMMITTEE, Paul Busse, Ex. Secy., 605 Broad St. Local. 2. Sites. Bldgs.
N. J. STATE C. OF C., Irving T. Gumb, Ex. V. P., 54 Park Pl. State. 26.
JOSEPH L. PITMAN, 60 Park Pl. (x)
PUB. SERV. ELEC. & GAS CO., C. S. Cronkright, Mgr., Area Dev., 80 Park Pl. State. 6. Sites. Bldgs.
LOUIS SCHLESINGER CO., Joel L. Schlesinger, Pres., 901 Broad St. National. 20. Sites. Bldgs. Funds.
ARCHIE SCHWARTZ CO., IND. RLTRS., 1025 Broad St. (x)
RALPH G. SCHWEBEMEYER & CO., Ralph G. Schwabemeyer, 744 Broad St. (x)
SEYMOUR SIMON RLTY. CO., Seymour Simon, Pres., 11 Commerce St. (x)
ALEXANDER SUMMER IN. SERV. CO., Robert E. Blackford, Vice Pres., 1180 Raymond Blvd. Regional. 6. Sites. Bldgs. Funds.

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JAMES A. O'CONNELL CO., James A. O'Connell, 390 George St., Natl. Bank Bldg. (x)
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NEWTON IND. COMM., John J. Coats, Chairman, c/o Town Mgr.'s Off., Box 222. (x)
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Oakhurst—OCEAN TWP. IND. CMTE., Richard Klein, c/o The Home News. Local. 1. Sites.
Ocean City—OCEAN CITY C. OF C., Mrs. E. B. Brown, Exec. Secy. (x)
Old Bridge—E. BRUNSWICK C. OF C., John R. Herdman, Secy., c/o Grand TV & Appliances, 34 Hillcrest Rd. (x)
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Pateron—GARY ALLSTATE BLDG., INC., Edward Katz, 555 E. 27th St. (x)

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Perth Amboy—PERTH AMBOY IND. ASSN., Abel Lawson. (x)

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WIGTON-ABBOTT CORP. (x)

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POINT PLEASANT BEACH C. OF C., Lucien D. Truhill, 602 Arnold Ave. (x)

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Rahway—PETER A. SENSENIG, W. Milton & Easterbrook Aves. (x)

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Somerville—SOMERVILLE C. OF C., T. H. Hogan. (x)

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Springfield—SPRINGFIELD C. OF C., I. Friedman, 269 Morris Ave. (x)

Summit—NATIONAL STATE BANK, Frank Kerrigan, 1 Maple St. (x)

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SUMMIT TRUST C., Alfred Ely, 367 Springfield Ave. Local. 1. Sites. Bldgs.

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FLOYD H. FARRANT CO., 873 Teaneck Rd. (x)

Tenafly—TENAFLY C. OF C., A. R. W. Granito, Exec. Secy. (x)

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OCEAN CNTY. PLAN. BD., Gene Cross, Plann. Dir., Washington St. Local. 3. Sites. Bldgs.

TOMS RIVER C. OF C., J. C. Cummings, Dir., Horner St. Local. 2. Sites. Bldgs.

Trenton—IRVIN E. DEIBERT, JR., RLTR., 342 W. State St. Local. 3. Sites. Bldgs. Funds.

GRTR. TRENTON C. OF C., Chas. R. Gardner, Ex. V. P., Front & Willow Sts. Local. 11. Sites. Bldgs.

T. ARTHUR KARNO, Broad St. Bank Bldg. (x)

MERCER CTY. IND. COMM., Frank J. Black, Dir., Court House, Local. 2. Sites. Bldgs.

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N. J. STATE PROMOTION SEC., Richard J. Larkin, Chief, 520 State St. State. 6. Sites. Bldgs.

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Union—GEORGE BLACK CO., 1865 Morris Ave. (x)

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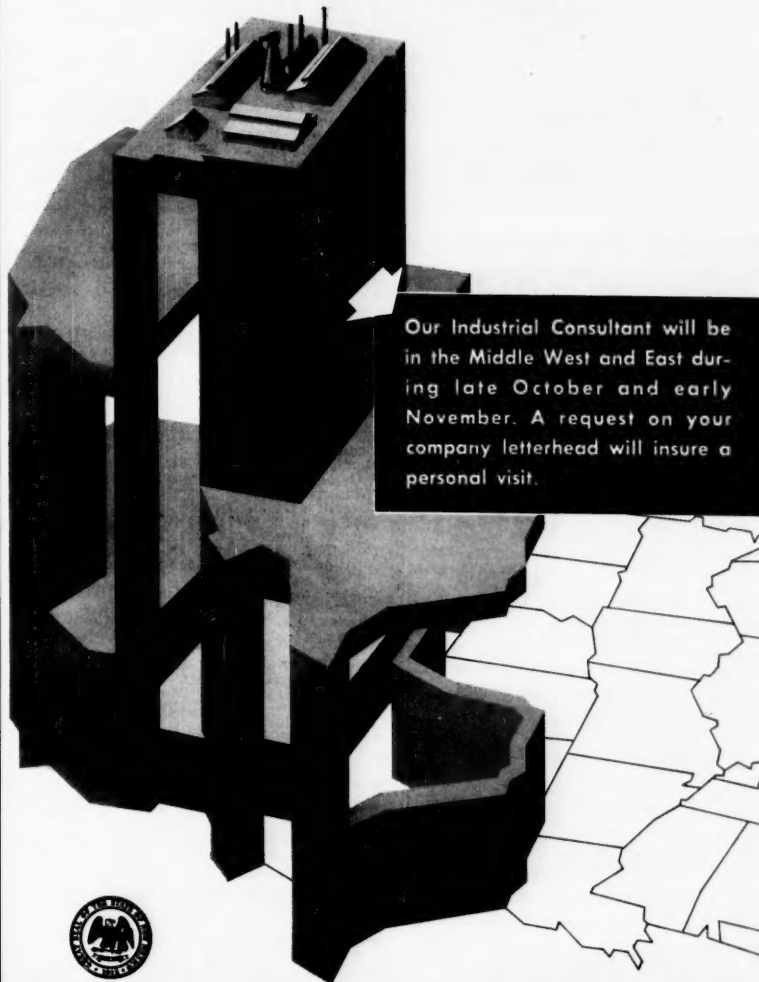
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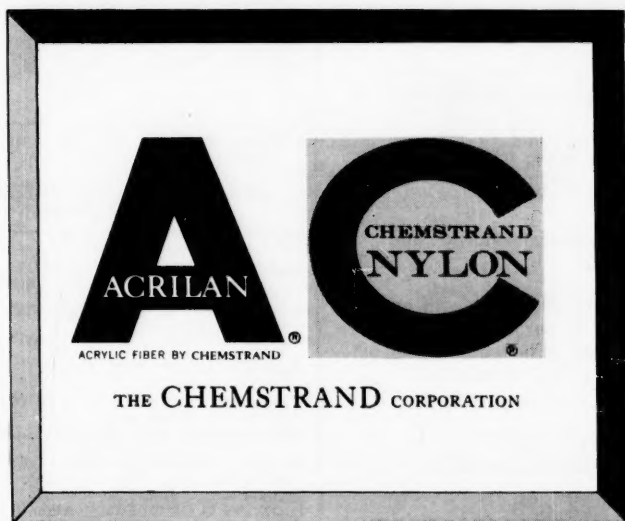


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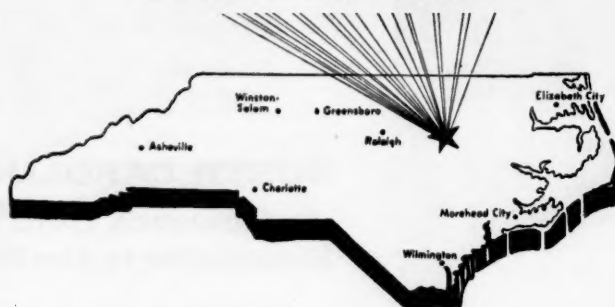
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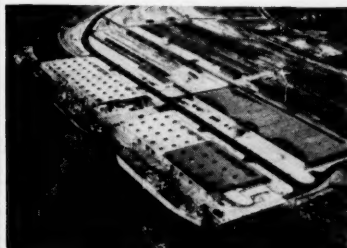
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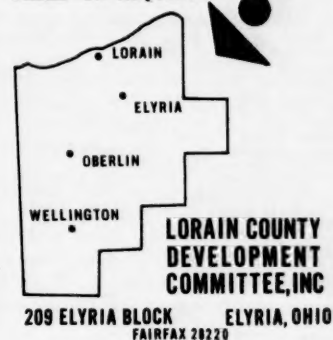
Canton—CANTON IND. DEV. COMMISSION, John D. Hawkins, Chm., 229 Wells Ave., N. W. Local. 1. Sites. Bldgs.
T. K. HARRIS AGENCY CO., T. K. Harris, 127 2nd St., N. E. (x)
OHIO POWER CO., Robert L. Wolf, Dir. of Area Dev., 301 Cleveland Ave., S. W. State. 4. Sites. Bldgs.
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Celina—CELINA C. OF C., H. W. Schindler. (x)
Chillicothe—CHILLICOTHE AREA C. OF C., Richard E. Midden, Mgr., 85 W. Main St. Local. 1. Sites. Bldgs. Funds.
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CINCINNATI GAS & ELEC. CO., H. B. McClure, Mgr. Ind. Dev. Div., 4th & Main Sts. Local. 4. Sites. Bldgs.
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CLOSTERMAN-FAST REALTY CO., 1030 Provident Bank Bldg. (x)
DEER PARK C. OF C., Geo. J. Zins, Corres. Secy., 4326 Schenck Ave. (x)
WILLIAM S. EDMONSON & ASSOC., 1033 Union Trust Bldg. (x)
ESPY & STRAUS, Stanley S. Straus, Sou. Ohio Bank Bldg. (x)
FIRST NATL. BANK, Robt. W. Nelson, V. P., 4th & Walnut Sts. (x)
GUSTAVE M. GOLDSMITH, CONS. ENGR., 1734 Bella Vista. (x)
P. G. GRAVES, Graves Bldg., 806 Main. (x)
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FREDERICK A. SCHMIDT, INC., Walter S. Schmidt, S. W. Corner 5th & Main Sts. (x)
THE WOOD REALTY CO., 1417 Carew Tower. (x)
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BEN B. BEYER, 1425 Williamson Bldg. (x)
BOOZ, ALLEN & HAMILTON, James L. Allen, 925 Euclid Ave. Regional.
BROOKLYN BUS CHAMBER, G. L. Gustafson, Pres., 4196 Pearl Rd. (x)
CENTRAL NATL. BANK OF CLEVELAND, John F. Schreier, Ind. Dev. Dept., 308 Euclid Ave. (x)
CLEVELAND C. OF C., 400 Union Comm. Bldg. (x)
CLEVELAND ELEC. ILLUMINATING CO., Box 5000, Regional. 21. Sites. Bldgs. Funds.
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DYER ENGINEERS, INC., Union Commerce Bldg. (x)
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H. K. FERGUSON CO., J. B. Bonny, Pres., 11th & Walnut. (x)
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ROBERT HELLER & ASSOC., INC., Robert Heller, Pres., Union Commerce Bldg. (x)
JOSEPH LARONGE, 700 Hippodrome Bldg. (x)
MAYFIELD HGHTS. C. OF C., Rachael Crost, Secy., 1515 Temple Rd. (x)
NATL. CITY BANK OF CLEVELAND, John S. Fangbner, 623 Euclid Ave. (x)
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COLUMBUS & SOU. OHIO ELEC. CO., Willis C. Welch, Supv. Area Dev., 215 N. Front St. Regional 3 Sites. Bldgs.

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OHIO DEPT. OF COMM., Bill Carroll, Dir., State Off. Bldg. (x)

OHIO ECON. DEV. & PUBLICITY DIV., Prentiss Mooney, Ex. Secy., 402 State Office Bldg. State 8 Sites. Bldgs.

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GORMAN INC., Main at Monument. (x)

HAMMOND REALTY CO., Maxine R. Hammond, 30 S. Jefferson. (x)

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DEFIANCE IND. FOUNDATION, W. P. Gillespie, Secy., 504 4th St. Local 3 Sites. Bldgs. Funds.

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Findlay—FINDLAY C. OF C., Richard W. Slagle, Ex. Secy., Comm. Bldg. (x)

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Gallipolis—

GALLIPOLIS C. OF C., Mrs. Thelma Elliott, Secy., Mgr. Local 1 Sites. Bldgs. Funds.

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JACKSON IND. COMMITTEE, Quiller F. Scott, Chm., Box 111. (x)

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ETCHEN-LUTZ CO., Howard W. Etchen, 725 Adams St. (x)
FINKBEINER, PETTIS & STROUT, 2130 Madison Ave. (x)
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AL E. REUBEN CO., E. W. Mason, Vice Pres., 618 Madison Ave. (x)
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TOLEDO EDISON CO., Chas. E. Ide, Pres., 420 Madison Ave. Regional. 3. Sites. Bldgs.
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TOLEDO PUBL. INFO. & IND. PROM. DEPT., James P. Garvin, Dir., 310 Safety Bldg. Local. 2. Sites. Bldgs. Funds.
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Wickliffe—WICKLIFFE C. OF C., Theodore H. Markley. (x)
Willoughby—WILLOUGHBY C. OF C., LaVerne A. Helm. (x)
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YOUNGSTOWN AREA C. OF C., J. Paul Mossman, Ex. Dir., 300 Union Natl. Bk. Bldg. Local. 11.
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Alva—ALVA C. OF C., Miss Grace Ward Smith, Mgr., 412 College Ave. (x)
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Barnsdall—BARNSDALL C. OF C., Mrs. Ruby Hertenstein, Mgr. (x)
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Beggs—BEGGS C. OF C., Dan R. Doss, Mgr. (x)
Bethany—BETHANY C. OF C., Don Coody, Mgr. (x)
Bixby—BIXBY C. OF C., Roger Plummer, Mgr. (x)
Blackwell—BLACKWELL C. OF C., Bill Hellen, Mgr., Box 230. Local. 2. Sites. Bldgs. Funds.
BLACKWELL IND. FOUNDATION, c/o Ch. of Comm. (x)
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Bristow—BRISTOW C. OF C., Charles F. Murray, Secy.-Mgr., 121 N. Main. Local. 1. Sites. Bldgs. Funds.
Broken Arrow—BROKEN ARROW C. OF C., Joe L. Foster, Mgr. (x)
Buffalo—BUFFALO C. OF C., Ronald L. Horton, Mgr. (x)
Cache—CACHE C. OF C., Chuck Morgan, Mgr. (x)
Carmen—CARMEN C. OF C., Fred A. Roush, Mgr. (x)
Carnegie—CARNEGIE C. OF C., Lindsay W. Jorris, Mgr. (x)
Catoosa—CATOOSA C. OF C. (x)
Cement—CEMENT C. OF C., Kenneth Shuster, Mgr. (x)
Chattanooga—CHATTANOOGA C. OF C., Ed Meese, Mgr. (x)
Checotah—CHECOTAH C. OF C., Charles Little, Mgr. (x)
Cherokee—CHEROKEE INDUSTRIES, INC., Mrs. Ethel Russell, Mgr., c/o Ch. of Comm. (x)
Cheyenne—CHEYENNE C. OF C., Orville Tate, Mgr. (x)
Chickasha—CHICKASHA C. OF C., Clyde Cole, Secy. Mgr., 120 Chickasha. (x)
GRADY INDUSTRIES, INC., Clyde Cole, c/o Ch. of Comm. (x)
Claremore—CLAREMORE C. OF C., Joe Zodrow, Mgr., Box 528. Local. 2. Sites. Funds.
CLAREMORE, INC., Philip H. Viles, Pres., c/o Ch. of Comm. Local. Sites. Funds.
Cleveland—CLEVELAND C. OF C., Mrs. Florence Swan, Mgr. (x)
Clinton—CLINTON C. OF C., Carroll Davidson, Mgr., City Hall Bldg. Local. 2. Sites. Bldgs. Funds.

OKLAHOMA

The Empire District Electric Company, (serving Northeast Oklahoma) R. K. Barratt, Dir. of Indus. Dev., Joplin, Missouri. Direct Dial 417 Mayfair 3-4700.

OKLAHOMA

CLINTON INDUSTRIAL FOUNDATION, c/o Ch. of Comm., City Hall Bldg. (x)
Coalgate—COAL CTY. C. OF C., Mrs. Eileen Ronald, Secy., Mgr., Ohio Ave. (x)
Collinsville—COLLINSVILLE C. OF C., R. S. Elledge, Mgr. (x)
Commanche—COMMANCHE C. OF C., Mrs. Robbie Lambert, Mgr. (x)
Cordell—CORDELL C. OF C., Ralph Olson, Mgr. (x)
Coweta—COWETA C. OF C., Evert Garrett, Mgr. (x)
Crescent—CRESCENT C. OF C., Charle Owens, Mgr. (x)
Cushing—CUSHING C. OF C., Allen D. Fitchett, Mgr., 220 E. Broadway. (x)
Cyril—CYRIL C. OF C. (x)
Davenport—DAVENPORT C. OF C., Elliott Forbis, Mgr. (x)
Davis—DAVIS C. OF C., Dr. Wm. D. Hayes, Mgr. (x)
Dewey—DEWEY C. OF C., Leslie V. Purdum, Mgr. (x)
Drumright—DRUMRIGHT C. OF C., Weldon Jones, Secy., Mgr., Box 672. (x)
Duke—DUKE C. OF C., Mrs. J. P. Dunnam, Mgr. (x)
Duncan—DUNCAN C. OF C., J. C. Landers, Mgr., 21 N. 8th, Box 151. Local. 3. Sites. Bldgs. Funds.
Durant—DURANT C. OF C., Lyndsay W. Phillips, Mgr., 3rd & Evergreen, P. O. Box 310. Local. 2. Sites. Bldgs. Funds.
Durant Industrial Foundation, INC., T. Miller Davidge, President, Plaza Theatre. Local. 1. Sites. Bldgs. Funds.
East Tulsans—EAST TULSANS C. OF C., Lahman Jones, Mgr. (x)
Edmond—EDMOND C. OF C., Lester M. Reed, Mgr., Box 409. Local. 2. Sites. Bldgs. Funds.
Elk City—ELK CITY C. OF C., Albert F. Wright, Mgr., 109 E. 3rd. Local. 2. Sites. Bldgs. Funds.
ELK CITY INDUSTRIAL FOUNDATION, c/o Ch. of Comm. Local. 2. Sites. Bldgs. Funds.
El Reno—EL RENO C. OF C., O. K. Curry. (x)
EL RENO INDUSTRIES, INC., O. K. Curry, c/o Ch. of Comm. (x)
Enid—ENID C. OF C., Dow Damron, Mgr., Box 907. Local. 5. Sites. Bldgs. Funds.
ENID IND. DEV. CORP., L. A. Wiedman, Pres., Box 712. Local. Sites. Bldgs. Funds.
Erick—WEIXK C. OF C., George Ellis, Mgr. (x)
Fairfax—FAIRFAX C. OF C., Riley B. Quarles, Mgr. (x)
Fairview—FAIRVIEW C. OF C., Mrs. Loretta Fritch, Manager. (x)
Fletcher—FLETCHER C. OF C., W. T. Miller, Mgr. (x)
Fort Cobb—FORT COBB C. OF C., Richard Leighton, Mgr. (x)
Frederick—FREDERICK C. OF C., S. L. Sparks, Mgr., Box 391. Local. 2. Sites. Bldgs. Funds.
FREDERICK INDUSTRIES, INC., S. L. Sparks, Mgr., c/o Ch. of Comm. (x)
Gage—GAGE C. OF C., Miss Beaulah Shaffer. (x)
Garber—GARBER C. OF C., Edgar W. Pralle, Mgr. (x)
Geary—GEARY C. OF C., Kent Ruth, Mgr. (x)
Granite—GRANITE C. OF C., Walter Marcom, Mgr. (x)
Guthrie—GUTHRIE C. OF C., Ronald E. Anderson, Secy., Mgr., Box 508. (x)
GUTHRIE FOUNDATION, INC., Ronald E. Anderson, Secy., P. O. Box 508. Local. Sites. Bldgs. Funds.
Guymon—GUYMON C. OF C., Harold Waugh, Secy., Mgr. (x)
Harrah—HARRAH C. OF C., Walter G. Baker, Mgr. (x)
Hartshorne—HARTSHORNE C. OF C., H. P. Rivers, Mgr. (x)
Haskell—HASKELL C. OF C., Wade Walker, Mgr. (x)
Heavener—HEAVENER IND. DEV. ASSN., Harrell Meeh, Secy. (x)
Hennessey—HENNESSEY C. OF C., Lee Hart, Mgr. (x)
Henryetta—HENRYETTA C. OF C., Nolan D. Basore, Chm. Ind. Div., Morgan Bldg. Local. Sites. Bldgs. Funds.
Hinton—HINTON C. OF C., Henry C. Meiers, Mgr. (x)

MONTANA

- Non-Metals
- Metals
- Livestock
- Timber
- Crops

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**STATE PLANNING BOARD
HELENA, MONTANA**

Hobart—HOBART C. OF C., Royle J. Moorehead, Mgr., Box 768. (x)
HOBART IND. FOUNDATION, Don Elwick, c/o Ch. of Comm. (x)
Holdenville—HOLDENVILLE C. OF C., Clem S. Pollock, Mgr., Civic Center Bldg. Local. 2. Sites. Bldgs. Funds.
Hollis—HARMON CTY. C. OF C., Miss Ruth Matheson, Mgr. (x)
Hominy—HOMINY C. OF C., Morris A. Trim, Secy., Box 90. (x)
Hooker—HOOKER C. OF C., Dan Castille, Mgr. (x)
Hugo—CHOCTAW CTY. C. OF C., Leroy Nelson, Mgr., 204 E. Jefferson. (x)
Idabel—IDABEL C. OF C., Royce Hunter, Mgr. (x)
Kingfisher—KINGFISHER C. OF C., Don Elwick, Mgr. (x)
KINGFISHER INDUSTRIAL FOUNDATION, c/o Ch. of Comm. (x)
Konawa—KONAWA C. OF C., Mrs. Orena Stewart, Mgr.
Laverne—LAVERNE C. OF C., Lyle Klinger, Mgr. (x)
Lawton—GRTR. LAWTON, INC., Allen J. Blibrey, Pres., Koehler Bldg. Local. Sites. Funds.
KENNEDY & CO., J. C. Kennedy, Mgr., Security Bank Bldg. Local. 9. Sites. Bldgs. Funds.
LAWTON C. OF C., Milton Keating, Secy., Mgr., 607 C Ave. Local. 4. Sites. Bldgs. Funds.
Locust Grove—LOCUST GROVE C. OF C., Chuck Hyatt, Mgr. (x)
Luther—LUTHER C. OF C., Earl Curtis, Mgr. (x)
McAlester—COMMITTEE OF EASTERN OKLA., Dr. G. E. McAfee, 215 E. Choctaw. (x)
McALESTER C. OF C., Rex B. Ross, Mgr., Municipal Bldg. Local. 2. Sites. Bldgs. Funds.
McALESTER FOUNDATION, C. P. Perkins, Pres., 118½ E. Choctaw. Local. 2. Sites. Bldgs. Funds.
Madill—MADILL C. OF C., Charles Vanderpool, Manager. (x)
Mangum—MANGUM C. OF C., B. F. McKenzie, Mgr. (x)
MANGUM IND. DEV. CORP., c/o Ch. of Comm. (x)
Marietta—MARIETTA C. OF C., Mrs. Wilma Choate, Mgr. (x)
Maud—MAUD C. OF C., B. G. Green, Mgr. (x)
Maysville—MAYSVILLE C. OF C., Mrs. Grady Hickerson, Mgr. (x)
Medford—MEDFORD C. OF C., John L. Pollard, Mgr. (x)
Miami—MIAMI C. OF C., J. B. Martin, Secy.-Mgr., 111 N. Main. (x)
MIAMI INDUSTRIES, INC., c/o Ch. of Comm. (x)
NORTHEAST OKLA. RAILROAD. (x)
Midwest City—MIDWEST CITY C. OF C., Elmer L. Kenison, Mgr., 119 E. Atkinson Plaza. (x)
Minco—MINCO C. OF C. (x)
Moore—MOORE C. OF C., M. B. Hurt, Mgr. (x)
Mountain View—MOUNTAIN VIEW C. OF C., Evell J. Temple, Mgr. (x)

Muskogee—KANSAS, OKLA. & GULF RWY. (x)
MIDLAND VALLEY R. R., R. H. Lomax, Pres., 321 S. 3rd St. (x)
MUSKOGEE C. OF C., Paul A. Bruner, Mgr., P. O. Box 1534. (x)
MUSKOGEE IND. DEV. CORP., c/o Ch. of Comm. (x)
Newkirk—NEWKIRK C. OF C., Miss Sandra Cline, Mgr. (x)
Norman—Norman C. OF C., John Malone, Mgr., 115 E. Gray St. Local. 2. Sites. Bldgs. Funds.
Nowata—NOWATA C. OF C., Roger Kerwick, Mgr., 202 E. Cherokee. (x)
Oakhurst—S. W. TULSA IND. AREA, John H. Hale, Box 248. (x)
Oilton—OILTON C. OF C., Mrs. Edith Little, Mgr. (x)
Okemah—OKEMA C. OF C., James O. Smith, 207 W. Broadway, c/o S. & S. (x)
Okeene—OKEENE C. OF C., Edgar Ellis, Mgr. (x)
Oklahoma City—ASSOCIATED INDUSTRIES OF OKLA., E. J. O'Connor, Vice Pres., 914 Colcord Bldg. (x)
C. HAROLD BRAND CO., C. Harold Brand, 1365 1st Natl. Bldg. (x)
CONSOLIDATED GAS UTILITIES CO., E. C. Joullian, Pres., Braniff Bldg. (x)
DWYER RLTY. CO., Robert Jay Dwyer, Cravens Bldg. (x)
FIRST NATL. BANK & TRUST CO., Oscar Monrad, Vice Pres. (x)
LIBERTY NATL. BANK, George H. C. Green, Vice Pres., Park at Robinson Sts. (x)
LEONARD L. MEDER, 1002 Hales Bldg. National. Sites. Bldgs. Funds.
NORTHSIDE DEVELOPMENT CO., 1002 Hales Bldg. (x)
OKLA. CITY C. OF C., Paul B. Strasbaugh, Mgr. Ind. Div., 200 Skirvin Tower. (x)
OKLA. DEPT. OF COMM. & IND., Dr. Raymond D. Thomas, Dir., 441 State Capitol. State. 22. Sites. Bldgs.
OKLA. DEV. COUN., Suite 1120, Republic Bldg. State. 4. Sites. Bldg.
OKLA. GAS & ELEC. CO., Don Anderson, Mgr. Ind. Dev., P. O. Box 1498. (x)
OKLA. INDUSTRIES, INC., Paul B. Strasbaugh, Mgr. Ind. Div., Okla. City Ch. of Comm., 200 Skirvin Tower Hotel. (x)
OKLA. STATE C. OF C., Herbert Schall, Mgr., 209 N. W. 4th St. Local. 5. Sites. Bldgs. Funds.
G. L. SHEPARD, RLTR., 630 1st Natl. Bldg. (x)
STAR MFG. CO., Wm. Voss, Pres., 3012 S. Stlps. (x)
R. F. WORKMAN & CO., R. F. Workman, 556 1st Natl. Bldg. (x)
Okmulgee—ERNEST C. LAMBERT, 207 W. 7th St. (x)
OKMULGEE C. OF C., Doug Timmerman, Jr., Mgr., Box 909. Local. 3. Sites. Bldgs. Funds.
Ooldgah—OOLDGAH C. OF C., John C. Feagins, Mgr. (x)
Owasso—OWASSO C. OF C., Mrs. June Fields, Mgr. (x)
Pauls Valley—PAULS VALLEY C. OF C., John Hazlett, Mgr., 112 E. Paul. (x)
Pawhuska—PAWHUSKA C. OF C., J. E. Wright, Mgr., Duncan Hotel. (x)

OKLAHOMA-OREGON

Pawnee—PAWNEE C. OF C., Don Johnson, Mgr. (x)
Perry—PERRY C. OF C., Homer N. Tanner, Jr., Mgr. (x)
Ponca City
PONCA CITY C. OF C., John Logan, Mgr. Local. Sites. Bldgs. Funds.
PONCA CITY IND. FOUNDATION, INC., H. L. Schall, Secy., P. O. Box 1109. Local. Sites. Bldgs. Funds.
Pond Creek—POND CREEK C. OF C., Er-cell Tebow, Mgr. (x)
Poteau—POTEAU C. OF C., Jay P. Dalley, Mgr., 106 N. Witte. Local. 2. Sites. Bldgs. Funds.
Prague—PRAGUE C. OF C., B. G. Green, Mgr. (x)
Pryor—PRYOR C. OF C., M. L. McFarlin, Secy.-Mgr., 100 East Graham. Local. 2. Sites.
Ryan—RYAN C. OF C., Patricia Morgan, Mgr. (x)
Sallisaw—SALLISAW C. OF C., Mrs. Leland Webb, Mgr. (x)
Sand Springs
ALBERT H. BURGESS, 1206 N. Main St. (x)
SAND SPRINGS C. OF C., Mrs. Dorothy Sticka, Ex. Secy., McCreery Bldg. (x)
SAND SPRINGS HOME INTERESTS, J. S. Babbitt, Adv. Dir., Ind. Dept. (x)
SAND SPRINGS RWY. CO., J. S. Babbitt. (x)
SAND SPRINGS TOWNSITE CO., Albert H. Burgess. (x)
Sapulpa—SAPULPA C. OF C., J. B. Yeager. (x)
Seiling—SEILING C. OF C., James D. Redinger, Mgr. (x)
Seminole—SEMINOLE C. OF C., Hilton L. Lewis, Mgr., Box 1190, Municipal Bldg. Local. 2. Sites. Bldgs. Funds.
Sentinel—SENTINEL C. OF C., J. A. Walker, Mgr. (x)
Shattuck—SHATTUCK C. OF C., Betty Elaner, Mgr. (x)
Shawnee
HUNTER RLTY. AGENCY, Alfred F. Hunter, Owner-Mgr., 116 N. Bell. Local. Sites. Bldgs.
SHAWNEE C. OF C., Leon H. Rogers, Mgr., Aldridge Hotel. Local. 3. Sites. Bldgs. Funds.
SHAWNEE IND. FOUNDATION, c/o Ch. of Comm. (x)
Shidler—SHIDLER C. OF C., Ben Jones, Mgr. (x)
Skiatook—SKIATOOK C. OF C., Helen Bennett, Mgr. (x)
Snyder—SNYDER C. OF C., Mrs. Jack Wilson, Mgr. (x)
Stillwater
STILLWATER C. OF C., Czar Langston, Mgr., P. O. Box 112. (x)
STILLWATER IND. DEV. CORP., c/o Ch. of Comm. (x)
Stillwell—STILLWELL INDUSTRIAL FOUNDATION, Julius Thomas, Mgr., c/o Ch. of Comm. (x)
Stratford—STRATFORD C. OF C., Dr. Wm. H. Watson, Mgr. (x)
Sulphur—SULPHUR C. OF C., Mrs. Paul Larenzino, Secy. (x)
Tahlequah—TAHLEQUAH C. OF C., Willard Dyer, Mgr., 311 S. Muskogee. (x)
Talihina—TALIHINA C. OF C., Ed Foster, Mgr. (x)
Tecumseh—TECUMSEH C. OF C., Dora A. Carlton, Mgr. (x)
Temple—TEMPLE C. OF C., Edward Brockert, Mgr. (x)
Texhoma—TEXHOMA C. OF C., J. H. Settles, Mgr. (x)
Tipton—TIPTON C. OF C., Leonard Brehm, Mgr. (x)
Tonkawa—TONKAWA C. OF C., Joe Hochderfer, Secy.-Mgr. (x)
Tulsa
ADMIRAL RLTY., INC., Clyde Jacobs, 711 S. Erie. (x)
ARKANSAS BASIN DEV. ASSN., C. A. Border, Secy., World Bldg. (x)
BREDOW & CO. RLTRS., Jack Bredow, 1754 Utica Sq., Suite 46. Local. 3. Sites. Bldgs. Funds.
WALTON CLINTON, 214 Kennedy Bldg. (x)
R. B. COLLINS CO. RLTRS., R. B. Collins, Pres., McBirney Bldg. Local. 2. Sites. Bldgs. Funds.
ROY DEATON, P. O. Box 1425. (x)
EAGLE INV. CO., 214 Wright Bldg. (x)
ELWOOD DEV. CO., 200 Drew Bldg. (x)
FIRST NATL. BANK & TRUST CO., W. W. Michaels, V. P., Ind. Dev. & Natl. Accounts, Box 2240. (x)

GOULD ENGR. CO., 226 E. 4th St. (x)
ERLING HELLAND, CONS. PLANNER., 125 W. 3rd St. 2
KANSAS, OKLA. & GULF RWY. CO., Benton Ferguson, 5th Floor, McFarlin Bldg.
MISSOURI - KANSAS TEXAS RWY. CO., R. B. Collins, 416 McBirney Bldg. (x)
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OWASSO IND. DIST., Larkin Bailey, 612 S. Denver. (x)
PUB. SERV. OF OKLA., J. E. Daley, Asst. to Pres., 600 S. Main St., P. O. Box 201. Local. 3. Sites. Bldgs.
R. H. Siegfried CO., R. H. Siegfried, P. O. Box 838. (x)
TULSA ABSTRACT & TITLE CO., Larkin Bailey, Pres., 612 S. Denver. (x)
TULSA C. OF C., Arthur D. Lindberg, Mgr. Ind. Dept., 616 S. Boston. Local. Sites. Bldgs.
MORRIS W. TURNER, 4th & Boston. (x)
VINING IND. DIST., Clyde Jacobs, 711 S. Erie. (x)
Vinita
GRAND RIVER DAM AUTHORITY, Francis Paris, Gen. Mgr. (x)
VINITA C. OF C., Jay E. Casey, 104 E. Illinois. (x)
VINITA INDUSTRIES, INC., c/o Ch. of Comm. (x)
Wagoner—WAGONER C. OF C., Mrs. Lillian E. Adams, Mgr. (x)
Watonga
WATONGA C. OF C., Glen Landes, Mgr. (x)
WATONGA IND. FOUNDATION, c/o Ch. of Comm. (x)
Waurika—WAURIKA C. OF C., Mrs. Mary L. Conners, Mgr. (x)
Waynoka—WAYNOKA C. OF C., Miss Helen Chapman, Mgr. (x)
Weatherford—WEATHERFORD C. OF C., O. D. Kellys, Mgr. (x)
Weleetka—WELEETKA C. OF C., Don H. Wade, Mgr. (x)
Wellston—WELLSTON C. OF C., C. J. Alden, Mgr. (x)
Wetumka—WETUMKA C. OF C., Mrs. Grace Klein, Mgr. (x)
Wewoka
WEWOKA C. OF C., Wilma R. Jones, Secy. Mgr., Box 719. Local. 1. Sites. Funds.
WEWOKA INDUSTRIES, INC., H. W. Carver, Pres., Key Bldg. Local.
Wilburton—WILBURTON C. OF C., A. B. Watson, Mgr. (x)
Wilson—WILSON C. OF C., David Francis, Mgr. (x)
Woodward
WOODWARD C. OF C., Marsh B. Woodruff, Mgr. (x)
WOODWARD INDUSTRIES, INC., c/o Ch. of Comm. (x)
Wynnewood—WYNNEWOOD C. OF C., Mrs. David Tyree. (x)
Yale—YALE C. OF C., Clyde T. Brown, Mgr.
Yukon—YUKON C. OF C., Melton Shedek, Mgr. (x)

Albany—ALBANY C. OF C., Hal Byer, Mgr., 339 W. 2nd Ave. (x)
Ashland—ASHLAND C. OF C., Mrs. Velma S. Jones. (x)
Astoria—ASTORIA C. OF C., Chas. DeFoe, Mgr., 245-14th St. (x)
Baker—BAKER C. OF C., Vern Manary, Mgr., 2030 Myrtle St. (x)
Beaverton—BEAVERTON C. OF C., Donald L. Shattuck, Chm., 333 S. W. 1st. (x)
Bend
BEND C. OF C., Kessler Cannon, Pres., 1077 Brooks St. (x)
BEND DEV. CORP., J. T. Metke, Chm., 1037 Brooks. Local. Sites. Bldgs.
Brandon—BRANDON C. OF C., Merritt J. Senter. (x)
Burns—HARNEY CTY. C. OF C., Leonard L. Grover, Mgr., 140 N. Broadway. Local. 1. Sites. Bldgs.
Coos Bay—COOS COUNTY C. OF C., Edward V. Brotherton, Mgr., P. O. Box 210. (x)
Coquille—COQUILLE C. OF C., Mrs. Yvonne Remaly, Secy. (x)
Corvallis
BENTON CTY. C. OF C., Bill C. Catlin, Mgr. (x)
BENTON INDUSTRIES FOUND., INC., Wm. C. Catlin, Ex. Mgr. (x)
Cottage Grove—COTTAGE GROVE C. OF C., M. Matthews, Secy.-Mgr., Box 606. Local. 1. Sites.

Dallas—DALLAS C. OF C., John B. Eakin, Jr. (x)
The Dalles—THE DALLS C. OF C., W. S. Nelson, Mgr., Box 460. Local. Sites. Bldgs.
Enterprise—ENTERPRISE C. OF C., Wm. Fletcher, Secy. (x)
Eugene
EUGENE C. OF C., Fred M. Brenne, Mgr., 230 E. Broadway. (x)
EUGENE IND. DEV. CORP., Fred M. Brenne, Mgr., 230 E. Broadway. National. 3. Sites. Bldgs. Funds.
Forest Grove
FOREST GROVE C. OF C., Arnold N. Franks, Mgr. Local. 2. Sites. Bldgs.
FOREST GROVE DEVELOPMENTS, INC., Joe Loomis, Pres., 1938 Main St. Local. 1. Sites. Bldgs. Funds.
Grants Pass—GRANTS PASS & JOSEPHINE CTY. C. OF C., Leonard Groves, Mgr., 131 N. E. St. Local. 3. Sites. Bldgs.
Gresham—GRESHAM C. OF C., Esther Dickey. (x)
Hillsboro
HILLSBORO C. OF C., Geo. F. Kolzow, Mgr., 315 S. 3rd. Local. 2. Sites.
HILLSBORO IND. DEV. CORP., Frank Myers, Mgr., 115 S. 3rd. Local. Sites. Bldgs.
HILLSBOROUGH INDUSTRIAL TRACTS, F. S. Myers, 115 S. 3rd.
Hood River—HOOD RIVER CTY. C. OF C., Geo. Barth, Mgr. (x)
Klamath—KLAMATH CTY. C. OF C., R. Frank Tucker, Mgr., 323 Main. (x)
LaGrande
LAGRANDE & UNION CTY. C. OF C., Fred Schneller. (x)
LAGRANDE IND. PROMOTIONS, INC., David C. Baum, Pres., c/o Baum Insurance. Local. 1. Sites. Bldgs. Funds.
Lakeview—LAKEVIEW CTY. C. OF C., G. Ira Moore, Mgr., Cty. Court House. Local. 1. Sites. Bldgs.
Lebanon
LEBANON C. OF C., Gotch Doty, Mgr. (x)
LEBANON IND. DEV. CORP., Glen Houston, Chm. Sites. Funds.
McMinnville—McMINNVILLE IND. PROMOTIONS, R. H. Windishar, Pres., 528-3rd St. Local. 1. Sites. Bldgs. Funds.
Madras—JEFFERSON CTY. C. OF C., Howard Turner, Mgr. Local. Sites. Funds.
Medford—JACKSON CTY. C. OF C., D. P. McNeil, Mgr., 328 S. Central. (x)
Milton—FREEWATER—MILTON-FREEWATER C. OF C., Oscar Pollard, Pres. (x)
Milwaukie—N. CLACKAMAS CTY. C. OF C., R. V. Hiltbrand, Mgr., 1935 Washington St. Local. Sites.
Newberg—NEWBERG C. OF C., Hal Halgren, Pres. (x)
North Bend—N. BEND C. OF C., R. F. Hodge. (x)
Nyssa—NYSSA C. OF C., H. Chadderdon. (x)
Ontario—ONTARIO C. OF C., H. F. Logue. (x)
Oregon City—OREGON CITY C. OF C., J. H. Van Winkle, Mgr. (x)
Pendleton—PENDLETON C. OF C., Verne H. Tirnerstet, Secy. (x)
Portland
IVAN BLOCH & ASSOC., Ivan Bloch, 611 Park Bldg. International. Sites.
BULLIER & BULLIER, Albert R. Bullier, 1214 U. S. Bk. Bldg. (x)
COMMONWEALTH, INC., Chester A. Moores, Equitable Bldg., 421 S. W. 6th Ave. (x)
EAST SIDE COMMERCIAL CLUB, A. I. Halverson, Ex. Secy. (x)
FIRST NATL. BANK, C. B. Stephenson, P. O. Box 3457. (x)
L. H. HOFFMAN, DEVELOPER, 715 S. W. Columbia. (x)
NORRIS, BEGGS & SIMPSON, David B. Simpson, 200 Alderway Bldg. (x)
OREGON COMM. FOR IND. DEV., Sidney Woodbury, Chm., 133 S. W. 2nd Ave. (x)
OREGON DEPT. OF PLAN. & DEV., Julius R. Jensen, Ex. Dir., 720 State Off. Bldg. State 8. Sites. Bldgs.
PACIFIC POWER & LIGHT CO., Louis P. Growney, Ind. Dev. Engr., 404 Pub. Serv. Bldg. Regional. 5. Sites. Bldgs.
PORTLAND C. OF C., Arthur J. Farmer, Gen. Mgr., 824 S. W. 5th Ave. Local. 39. Sites. Bldgs.

PORTLAND GEN. ELEC. CO., A. N. Hoss, Area Dev. Mgr., 621 S. W. Alder St. Local. 2. Sites. Bldgs.
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PORTLAND TRACTION CO., Fred V. Schlat, Traf. Mgr., 1635 S. E. Water Ave. (x)
PORT OF PORTLAND COMM., John J. Winn, Jr., Gen. Mgr., Box 4099. Local. Sites.
RITTER, LOWE & CO., Paul Hirsh, 122 S. W. Salmon St. (x)
ROSENFELD INVESTMENT CO., M. J. Rosenfeld, Mgr., 2495 N. W. Nicolai. Regional. 3. Sites. Bldgs. Funds.
SOUTHERN PACIFIC CO., G. W. Clark, Ind. Agt., 520 S. W. Yamhill St. Regional. 1. Sites. Bldgs.
SPOKANE, PORTLAND & SEATTLE R.WY. CO., F. J. Harris, Gen. Ind. Agt., 1101 American Bk. Bldg. (x)
STANFORD RESEARCH INST., Pacific Northwest Off. Wm. S. Royce, Mgr., 421 S. W. 6th Ave. International. 2.
TEXTRONIX INDUSTRIAL PARK, Otto B. Zach, Bus. Mgr., Box 831. National. 3. Sites.
UNION PACIFIC R. R., D. J. Callahan, Mgr. of Props., 811 Pittock Block. Regional. 5. Sites. Bldgs.
Prineville-PRINEVILLE-CROOK CTY. C. OF C., Ivan J. Chappel, Mgr., Ochoco Inn Bldg. Local. 1. Sites. Bldgs. Funds.
Redmond-REDMOND C. OF C., Jay Shively, Pres. (x)
Reedsport-LOWER UMPQUA C. OF C., Gaylord Vaughn. (x)
Roseburg-ROSEBURG C. OF C., Harold J. Hickerson. (x)
St. Helens-PORT OF ST. HELENS IND. DIST., (St. Helens Port Comm.)
ST. HELENS C. OF C., Mrs. Dorothea J. Coldwell, Mgr., 174 S. Columbia River Hwy. Local. 1. Sites. Bldgs. Funds.
Salem-SALEM C. OF C., Stanley Grove, Mgr., 220 Cottage St., N.E. Local. 5. Sites. Bldgs.
Seaside-SEASIDE C. OF C., Mrs. D. Burgess. (x)
Sheridan-SHERIDAN IND. PROMOTIONS, INC., Fred Bozeman, Pres. Local. Sites. Bldgs.
Silverton-SILVERTON C. OF C., Walter S. Mallory. (x)
Springfield-SPRINGFIELD C. OF C., Ronald E. Monroe, P. O. Box 155. (x)
Tillamook-TILLAMOOK C. OF C., Burford Wilkerson, Mgr., 2105 1st St. Local. Sites. Bldgs.
Toledo-TOLEDO C. OF C., Joe Lebo, Pres. (x)
Vale-VALE C. OF C., Don C. Hosler. (x)
Veronia-VERONIA C. OF C., Henry Hudson, Pres. Local. 1. Sites. Bldgs.
Yamhill-YAMHILL C. OF C., C. K. Goodale, Pres. Local. Sites.

PENNSYLVANIA

Albion-ALBION AREA IND. DEV. CORP., c/o Ch. of Comm. (x)
Aliquippa-ALIQUIPPA C. OF C., Al Todora, Exec. Secy. (x)
Allentown-ALLENTOWN C. OF C., Ind. Dev. Council, Wm. C. McHenry, Chm. (x)
JARRETT ORGN. RLTRS., Roscoe Jarrett, 26 S. 7th St. (x)
EARL S. KESTER, 519 Linden St. (x)
LEHIGH CTY. IND. DEV. CORP., James P. Lafferty, Pres., 1132 Hamilton St. (x)
PENNA. POWER & LIGHT CO., Daniel L. Diehl, Dir., Area Dev. Div., 901 Hamilton St. Regional. 10. Sites. Bldgs.
TRAYLOR ENG. & MFG. CO., W. J. Roberts, Sr., Pres. (x)
Altoona-ALTOONA C. OF C., G. Stanley Ruth, Ex. Dir., Penelec Bldg. (x)
ALTOONA ENTERPRISES, INC., 1200-11th Ave. (x)
JOHN HILL REAL ESTATE, 1308-12th Ave. (x)
Ambridge-AMBRIDGE C. OF C., J. C. Bender, Ex. Secy. (x)
Ashland-ASHLAND C. OF C., IND. DEV., Frank J. Kehler, Chm. (x)
ASHLAND DEV. PROMOTION GROUP, Franklin L. Lane, Secy., 124 Walnut St. (x)
Avalon-NORTH BOROUGHES C. OF C., Dorothy L. McPherson. (x)
Bancor-BANCOR C. OF C., John L. Williams. (x)

October, 1959

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BEAVER FALLS IND. DEV. CORP., c/o Ch. of Comm. (x)

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GREATER BERWICK C. OF C., Warren E. Hause, Exec. Secy. Local. 1. Sites. Bldgs. Funds.

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Birdsboro—BIRDSBORO IND. MOBILIZATION COMM., Lester S. Happel, Chm. (x)

Blairsville—BLAIRSVILLE DISTRICT BOARD OF TRADE, Chas. V. Siegfried, Ex. Secy. (x)

BLAIRSVILLE IND. DEV. CORP., c/o Ch. of Comm. (x)

Bloomersburg—BLOOMERSBURG C. OF C., Mrs. Katherine Gunter, Exec. Secy. (x)

BLOOMERSBURG IND. DEV. CORP., c/o Ch. of Comm. (x)

Boyetown—BOYETOWN IND. MOBILIZATION COMM., Henry K. Grim, Secy. (x)

Bradock—BRADDOCK COMMUNITY BOARD OF TRADE, Irene R. Ravignoni, Exec. Dir., Bradock Carnegie Library Bldg. Local. 1. Sites. Bldgs.

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Canonsburg—CANONSBURG C. OF C., John D. Windle, Ex. Secy. (x)

Canton—CANTON BUS. MEN'S ASSN., Phillip Bidle, Secy.-Treas. (x)

CANTON DEV. INC., James E. Hartle, Pres., 53 E. Union St. Local Sites. Bldgs. Funds.

Carbondale—GRTR. CARBONDALE C. OF C., Michael L. Peduto, Ex. Secy. (x)

Carlisle—CARLISLE C. OF C., Del Roy Wurster, Secy. (x)

Carnegie—CARNEGIE C. OF C., Mrs. Eileen Prescott, Mgr. (x)

Chambersburg—CHAMBERSBURG C. OF C., Miss Doris G. Whiteman, Acting Secy., P. O. Box 352. Local. 2. Sites. Bldgs. Funds.

Charleroi—CHARLEROI C. OF C., Ind. Dev. Comm., Alex. Newell, Chairman, 12th and McKean Street. (x)

Chester—CHESTER & DELAWARE CTY. C. OF C., 406 Welsh St. Local. 3. Sites. Bldgs.

Clairton—CLAIRTON C. OF C., Miss Oro D. Lewis. (x)

Clarion—CLARION C. OF C., Eugene L. MacDonald, Exec. Secy., 543 Main St. Local. 1. Sites. Bldgs.

CLARION IND. PROMOTION CORP., Eugene L. MacDonald, Ex. Secy., 543 Main St. Local Sites. Bldgs. Funds.

Claysburg—CLAYSBURG DEV. ASSN., Promotion Committee, Martin Burket, Chm. (x)

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CLEARFIELD FOUNDATION, Geo. W. Gaylor, Secy., 103 E. Market St. Local. 3. Sites. Bldgs. Funds.

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Coaldale—CARBON-SCHUYLKILL IND. DEV. CORP., c/o Coaldale Merchant's Assn., Mr. William Pisklak, Pres. (x)

COALDALE MERCHANT'S ASSN., William Pisklak, Pres. (x)

Coalport—COALPORT C. OF C., John F. Smith, Secy. (x)

Coatesville—COATESVILLE C. OF C., E. D. Frutiger, Secy., 7 N. 3rd Ave. Local. 2. Sites. Bldgs.

Columbia—COLUMBIA C. OF C., C. M. Kline. (x)

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CONNELLSVILLE IND. DEV. CORP., c/o Ch. of Comm. (x)

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Coraopolis—CORAOPOLEIS C. OF C., Naom. M. Bush, Secy. (x)

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Crafton—CRAFTON BUS. MEN'S ASSN., H. D. Marburger. (x)

Cresson—CRESSON IND. DEV. ASSN., C. R. Tobin, Secy. (x)

Curtisville—CLEARFIELD CTY.-MOSSHANNON VALLEY IND. DEV. CORP., Frank Hoffman, Jr., Pres., Sanitary Milk Company. (x)

Danville—DANVILLE C. OF C., William E. Booth, Exec. Secy. (x)

Darby—DARBY C. OF C., Edward B. Deary. (x)

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Donora—DONORA C. OF C., Theodore E. Rabb, Ex. Secy. (x)

Downingtown—EVERETT J. HOOPES, 143 E. Lancaster Ave. (x)

Doyelstown—BUCKS CTY. DEV. COMMITTEE, Gordon R. Exley, II, Dir., 50 N. Main St. Local Sites. Bldgs. Funds.

BUCKS CTY. IND. DEV. CORP., Gordon R. Exley, II, Exec. Dir., 50 N. Main St. Local. 1. Sites. Bldgs. Funds.

DOYLESTOWN C. OF C., Robert W. Robinson. (x)

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Dushore—DUSHORE INDUSTRIES, INC., R. Holcomb, Chm. (x)

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Easton—EASTON AREA C. OF C., Lyon O. Borden, Secy., 62 N. 4th St. Local. 3. Sites. Bldgs.

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Ellwood—ELLWOOD CITY C. OF C., R. J. Schill, Secy., 314 5th St. (x)

ELLWOOD CITY IND. DEV. CORP., Ralph Herge, Chm., c/o Ch. of Comm. (x)

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Emmaus—EMMAUS C. OF C., Robert J. S. Butz. (x)

Emporium—EMPORIUM-CAMERON CTY. C. OF C., Robert Krause, Local. 1. Sites. Bldgs.

Ephrata—EPHRATA C. OF C., David E. Good. (x)

EPHRATA IND. DEV. CORP., c/o Ch. of Comm. (x)

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PENNSYLVANIA

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MFRS. ASSN. OF ERIE, Howard L. Kelly, Secy., 404 Ariel Bldg. (x)

PENNA. ELEC. CO., R. B. Andrews, Ind. Dev. Rep., 5404 Evans Rd. State, 1. Sites. Bldgs. Funds.

PENNA. ELECTRIC CO., M. M. Devorris, V. Pres., West Region. (x)

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Etna—ETNA BUS. ASSN., Louis Fisher. (x)

Everett—BEDFORD CTY. IND. DEV. COUNCIL, William H. Snyder, Exec. Sec. (x)

Fairfield—FAIRFIELD IND. DEV. CORP., Wesley Schiabe. (x)

Farrell—FARRELL C. OF C., Frank B. Spedel, Exec. Secy. (x)

Forest City—GREATER FOREST CITY INDUSTRIES, INC., M. J. Mooney, Exec. Secretary. (x)

Fort Washington—FT. WASHINGTON IND. PARK, Elmer F. Hansen, Pres., Penna. Ave. & Turnpike. Regional 50. Funds.

Forty Fort—FORTY FORT PROG. MEN'S ASSN., Benjamin H. Evans. (x)

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Freeland—FREELAND IND. DEV. CO., M. J. O'Donnell, Secy. (x)

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GREENSBURG C. OF C., John E. Kennelly, Exec. Secy., 612 1st Natl. Bank Bldg. (x)

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GROVE CITY IND. DEV. CORP. C. OF C., J. R. Van Arnam, Ex. Secy. Local. Sites. Bldgs. Funds.

Hanover—HANOVER C. OF C., Jacob S. Wirt. (x)

Harrisburg—JOSEPH P. CURRAN, RLTR., 219 Walnut St. (x)

GANNETT FLEMMING CORDDRY & CARPENTER, INC., Mr. H. R. Hallock, Dir. Gen. Eng. Div., 600 N. 2nd St. (x) Const.

HARRISBURG C. OF C., Daniel N. Casey, Secy., 114 Walnut St. Local. 4. Sites. Bldgs.

BEN G. HELSEL & SONS, INC., Ben G. Helsel, 213 Pine St. Local. 9. Sites. Bldgs.

PENNA. DEPT. OF COMMERCE, William R. Davlin, Secy., South Office Building. State. Sites. Bldgs. Funds.

PENNA. STATE C. OF C., Arnold L. Edmonds, Ex. Dir., 222 N. 3rd St. (x)

Hastings—HASTINGS AREA IND. DEV. ASSN., James Parabaugh, Secy. Local. Sites. Bldgs. Funds.

Hazleton—GREATER HAZLETON C. OF C., Clifford L. Jones, Ex. Dir., 226 Markle Bank Bldg. Local. 1. Sites. Bldgs. Funds.

HAZLETON IND. DEV. CORP., Victor C. Diehm, Pres., c/o Ch. of Comm., 226 Markle Bk. Bldg. Local. 1. Sites. Bldgs. Funds.

Holidaysburg—HOLIDAYSBURG C. OF C., Jos. King, Jr., Exec. Secy. (x)

Homestead—HOMESTEAD DISTRICT C. OF C., Thomas J. Mahony. (x)

Honesdale—HONESDALE C. OF C., Edwin B. Callaway, Exec. Secy. (x)

WAYNE IND. DEV. CORP., Dean W. Fowler, Chm., Main St. (x)

Hughesville—HUGHESVILLE IND. DEV., R. S. Corson, Chm., 275 S. Main St. (x)

Huntingdon—HUNTINGDON BUSINESS & IND., INC., William E. Swigart, Jr., Sec'y., c/o Exec. Mgr. (x)

HUNTINGDON C. OF C., James I. Welmer. (x)

Hyndman—HYNDMAN—LONDONDERRY IND. ASSN., Harry T. Ritchey, Secy. (x)

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Irvine—WARREN COUNTY DEV. CORP., Robert O. Wilder, Pres. c/o National Forge & Ordnance Corp., Warren County. (x)

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Jennertown—SOMERSET CTY. DEV. COUNCIL, Robert Stoughton, Sec. (x)

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JERSEY SHORE GAS & HEATING CO., 138 S. Main St. (x)

Jim Thorpe—JIM THORPE IND. ASSN., Josephine Schatzle. (x)

Johnstown—JOHNSTOWN C. OF C., E. W. Bilinkas, Dir., 324 First Nat'l Bank Bldg. (x)

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KANE C. OF C., William D. Wise. (x)

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Kittanning—KITTANNING C. OF C., Dan Mash, Ex. Secy. (x)

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WILLIAM A. EMMERICK, RLTR., 326 W. Main St. State. 3. Sites. Bldgs.

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Lilly—LILLY-WASHINGTON IND. DEV. ASSN., Mrs. Mary Conrad, Secy. (x)

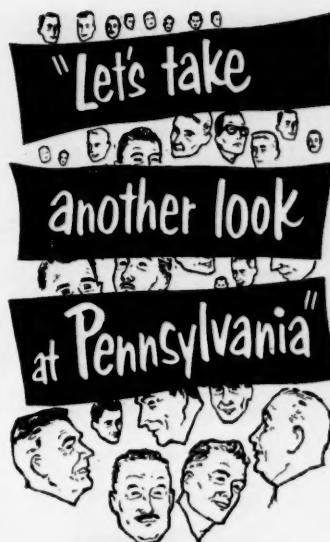
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Littlestown—LITTLESTOWN IND. DEV. CORP., Marvin Breighner, Sec. (x)

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- McKees Rocks**—McKEESPORT C. OF C., Arthur Cahow, (x)
- McKees Rocks**—McKEES ROCKS C. OF C., Martin F. Snyder, (x)
- McKees Rocks Indus. Enterprises**, Wm. H. Dennis, Gen. Mgr., Nichol Ave. (x)
- Mahanoy City**—MAHANAY CITY IND. DEV. COMM., James P. Bohard, Pres., 226 W. Center St. (x)
- Martinsburg**—MORRISON COVE IND. DEV. CORP., Gerald S. Turner, P. O. Box 457. (x)
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- Meadville Ind. Dev. Corp.**, Allen B. Edwards, Chm., c/o Ch. of Comm. (x)
- Mechanicsburg**—MECHANICSBURG C. OF C., Mrs. Lawrence Fortenbaugh, (x)
- Media**—MEDIA BUS. MEN'S ASSN., C. L. Smith, Secy.-Treas. (x)
- Mercersburg**—MERCERSBURG DEV. ASSN., Joseph H. Landis, (x)
- Meyersdale**—MEYERSDALE C. OF C., Harold E. Nicholson, Secy., 400 Salisbury St. Local. Sites. Bldgs.
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- Mifflintown Ind. Dev. Corp.**, C. H. Hancock, Secy., c/o Ch. of Comm. (x)
- Milledale**—SULLIVAN CTY. IND. CORP., Morris Hoffman, Dir. (x)
- Milton**—MILTON CIV. IMPROVEMENT ASSN., Lewis B. Kepier, Secy. (x)
- Minersville**—REGIONAL PLAN. COMMISSION, John A. Mower, Secy., 204 Front St. (x)
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- Monaca**—MONESSEN C. OF C., Lewes E. Warren, 555 Schoon Ave. (x)
- Monongahela Valley Area Enterprises, Inc.**, Lewes E. Warren, Ex. Mgr., 555 Schoonmaker Ave. (x)
- Monongahela**—MONONGAHELA BUS. MEN'S ASSN., Floyd M. France, (x)
- Monroeville**—COMMUNITY PLANNING SERVICES, INC., J. F. Stright, Pres. (x)
- Montrose**—MONTROSE IND. COMMITTEE, Arthur Bowen, (x)
- Morrisville**—MORRISVILLE C. OF C., Harry Filer, Secy. (x)
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- Mt. Carmel Ind. Dev. Comm.**, Dr. G. R. Varano, Chm., 46 W. Third St. Local. Sites. Bldgs. Funds.
- Mt. Jewett**—MT. JEWETT IND. DEV. CORP., Henry Swanson, Pres., Main St. Local. Sites. Funds.
- Mt. Joy**—MT. JOY C. OF C., IND. COMMITTEE, Charles Fish, Chm. (x)
- Mt. Pleasant**—MT. PLEASANT C. OF C., William R. Griffin, (x)
- Mt. Union**—GREATER HUNTINGDON CTY. IND. DEV. COUNCIL, INC., Andrew F. Puchalla, Pres., 125 S. Division St. Local. Sites. Bldgs. Funds.
- Mt. Wolf**—SHERRILL & NOONAN CO., Jack Sherrill, 145 S. 8th St. (x)
- Nanticoke**—NANTICOKE C. OF C., Gerald Mangan, Pres., 37 Market St. Local. Sites. Bldgs. Funds.
- Nanticoke ReDev. Authority**, Alois Bohinski, Ex. Dir., 37 N. Market St. Local. 2 Sites. Bldgs.
- Nazareth**—NAZARETH C. OF C., R. H. Michael, (x)
- New Albany**—NEW ALBANY IND. DEV. CORP., Floyd L. Beardsley, Sec.-Treas. (x)
- New Bethlehem**—AREA DEV. CO., Chas. P. Leach, c/o Ch. of Comm., Broad St. (x)
- New Castle**—GREATER NEW CASTLE ASSN., Murray S. Stephens, Exec. Vice Pres., Castleton Hotel. Local. 5 Sites. Bldgs. Funds.
- New Castle Ind. Dev. Corp.**, Wm. D. Coban, Secy., c/o Ch. of Comm. (x)
- PENNA. POWER CO.**, P. G. DINGLEDY, Vice Pres., 19 W. Washington St. Regional. Sites. Bldgs.
- New Kensington**—FRANK S. MORAN, Frank S. Moran, Owner, 505 Millon, N. E. Bldg. (x)
- NEW KENSINGTON C. OF C.**, Mrs. Elizabeth S. Blissell, Exec. Dir., 858 4th Ave. Local. 3 Sites. Bldgs.
- Newport**—NEWPORT IND. DEV. CORP., Sherman Delancey, 517 Market St. (x)
- Newville**—NEWVILLE BUS. DEV. CORP., L. K. Wagner, Pres. (x)
- Nicholson**—NICHOLSON IND. COMMITTEE, Frank Olson, Secy., First Natl. Bk. (x)
- Norristown**—NORRISTOWN C. OF C., Eric H. Sander, Exec. Secy. (x)
- Northampton**—NORTHAMPTON C. OF C., E. Albert Boyer, Secy., P. O. Box 38. (x)
- Nuremberg**—TRI-COUNTY IND. ORG., Ivan E. Michael, Secy., Box 5. (x)
- Oakmont**—OAKMONT C. OF C., Miss Freda Dougherty, (x)
- Oil City**—OIL CITY C. OF C., Frances B. Hall, Exec. Mgr. (x)
- Old Forge**—OLD FORGE CIV. ASSN., Wm. J. Szczech, (x)
- Olyphant**—OLYPHANT MERCHANTS ASSN., Carl Pittle, (x)
- Oxford**—OXFORD AREA DEV. CORP., John H. Ware, Pres., 55 S. Third St. Local. Sites. Bldgs. Funds.
- PENNA. FUEL GAS, INC.**, 45 S. 3rd St. (x)
- Palmerton**—PALMERTON BOARD OF TRADE, George T. McKinley, (x)
- PALMERTON IND. DEV. ASSOC.**, W. A. Cook, Chm., 336 Delaware Ave. (x)
- Patton**—PATTON IND. COMMITTEE, George E. Gold, Chm. (x)
- Philadelphia**—ACORN IND. DEV., 915 N. Delaware Ave. Sites. Bldgs. Funds.
- ALBRIGHT & FRIEL, INC.**, 3 Penn Center Plaza. (x)
- AMERICAN ENGINEERING CO.**, E. Washburn, Vice Pres., Aramingo Ave. & Cumberland. (x)
- A. J. BAMBERGER CO.**, A. J. Bamberger, 1604 Walnut St. (x)
- BARBER, HARTMAN & CO.**, Fred H. Dietsch, Pres., 1201 Chestnut St. (x)
- FRANK G. BINSWANGER, INC.**, Frank G. Binswanger, Pres., 1420 Walnut St. National. 25 Sites. Bldgs. Funds.
- BOOZ, ALLEN & HAMILTON**, James L. Allen, Sr., Partner, 1401 Walnut St. Regional.
- CATALYTIC CONSTRUCTION CO.**, 1528 Walnut St. (x)
- DAY & ZIMMERMAN, INC.**, 1700 Samson St. (x)
- DILLER & FISHER**, William J. Diller, Girard Trust Bldg. (x)
- FIDELITY-PHILADELPHIA TRUST CO.**, H. C. Petersen, Pres., Broad & Walnut Sts. (x)
- FIRST NATL. BANK OF PHILA.**, W. B. Walker, Pres., 15th & Walnut Sts. (x)
- JOHN SCHOLLES FLACK, RLTR.**, Commercial Trust Bldg. State. 4 Sites. Bldgs. Funds.
- FLEISHER IND. CENTER**, Myer Gottlieb, 26th & Reed Sts. (x)
- STROUSE, GREENBERG & CO.**, Robert J. Kahn, Ind. Div., Robert J. Kahn, Partner, 1525 Locust St. National. 10 Sites. Bldgs. Funds.
- GENERAL WATERWORKS**, Vance Rigling, Vice Pres., 1500 Walnut St. (x)
- GERMANTOWN BUS. MEN'S ASSN.**, Mrs. Mildred T. MacDonal, Exec. Secy. (x)
- BENJ. M. GESSHEL, IND. RLTR.**, 1321 Western Saving Fund Bldg., Broad & Chestnut Sts. (x)
- GIRARD TRUST CORN EXCHANGE BANK**, Geoffrey S. Smith, Pres., Broad & Chestnut Sts. (x)
- LCUIS M. GOLDEN, JR.**, Louis M. Golden, Jr., Pres., Western Saving Fund Bldg. Regional. 4 Sites. Bldgs. Funds.
- MYER GOTTLIEB**, 26th & Reed Sts. (x)
- GRTR. PHILA. C. OF C.**, DeWitt C. Clement, Ind. Dev. Rep., 121 S. Broad St. (x)
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- ALBERT J. GROSSER**, 1518 Lewis Tower Bldg. (x)
- SAMUEL T. HALL CO.**, Samuel T. Hall, 1218 Chestnut St. (x)
- RICHARD B. HERMAN & CO.**, Richard B. Herman, 1700 Walnut St. 24 Sites. Bldgs. Funds.
- HAROLD B. HESS & CO.**, Harold B. Hess, 226 S. 16th St. (x)
- HEYMANN & BRO.**, Roy A. Heymann, 215 S. Broad St. (x)
- INDUSTRIAL TRUST CO.**, Ind. Dev. Dept. (x)
- INVESTORS DEV. CORP.**, 1616 Walnut St. (x)
- JACKSON CROSS CO.**, Boyd T. Barnard, Pres., 914 Phila. Natl. Bk. Bldg. Local. 34 Sites. Bldgs.
- J. T. JACKSON CO.**, RLTRS., Richard B. Siegel, Ind. Dept., Rising Sun Ave. & Roosevelt Blvd. (x)
- ROBERT N. JORDAN**, 403 Beury Bldg. (x)
- PHILIP W. KNISKERN**, 3 Penn Center. (x)
- LANARD & AXILBUND**, Jacob H. Axilbund, 914 Market St. (x)
- LAND TITLE BANK & TRUST CO.**, P. C. Madeira, Jr., Pres., Broad & Chestnut Sts. (x)
- LEHMAN BROS., INC.**, Robert D. Lehman, Pres., 123 S. Broad St. Regional. 5 Sites. Bldgs. Funds.
- ALBERT H. LIEBERMAN, INC.**, Albert H. Lieberman, Pres., 225 S. 15th St. (x)
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- JOHN L. MACDONALD**, 923 Beury Bldg. (x)
- WILLIAM I. MIRKIL CO.**, William I. Mirkil, 123 S. Broad St. (x)
- NORTHEAST PHILA. C. OF C.**, Thomas E. Willis, Exec. Dir., 4700 Frankford Ave. (x)
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- HARRY J. PERRY**, 1724 Land Title Bldg. (x)
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- PHILADELPHIA ELEC. CO.**, C. W. Deeg, Mgr. Area Dev. Dept., 211 S. Broad St. (x)
- PHILA. GAS WORKS**, Thomas Watson, Ind. Dev. Mgr., 1401 Arch St. (x)
- PHILA. NATL. BANK**, 1416 Chestnut. (x)
- ALBERT QUELL**, 1420 Walnut St., Suite 406-7, Regional. 6 Sites. Bldgs. Funds.
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- READING CO.**, F. X. McBrearty, Mgr. Ind. Dev., 12th & Market Sts. Regional. 6 Sites. Bldgs.
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- SELTZER REALTY CO.**, Phil Seltzer, 1609 Western Savings Fund Bldg. (x)
- ROBERT L. STERNE, INC.**, Robert L. Sterne, 226 S. 16th St. (x)
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- THE UNITED GAS IMPROVEMENT CO.**, 1401 Arch St. (x)
- JOSEPH D. WALSH**, 615 Widener Bldg. (x)
- WILKINSON & FOYLE**, Samuel C. Foyle, 1201 Chestnut St. (x)
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- Pitcairn**—PITCAIRN BOARD OF TRADE, Glen E. Deyo, (x)
- Pittsburgh**—W. R. Ahern, 414 County Off. Bldg. (x)
- ARNHEIM & NEELY, INC.**, Paul A. Neely, 3010 Grant Bldg. (x)
- JACOB H. ARONSON**, 3358—5th Ave. (x)
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 LEONARD P. KANE, 504 Union Trust Bldg. (x)
 S. LEE KANN, 406 Berger Bldg. (x)
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 THOMAS McCAFFREY CO., Thomas McCaffrey, Jr., Pres., 4300 Butler St. National. 10. Sites. Bldgs.
 J. F. McCLURG, 312 Fourth Ave. (x)
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 W. J. McNEIL CO., Wilbert J. McNeil, 706 Benedum Trees Bldg. (x)
 METHODS ENGINEERING COUNCIL, 718 Wallace Ave. (x)
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 PENNA. RAILROAD CO., H. C. Millman, Mgr. Ind. Dev., 807 Penna. Sta. Regional. 6. Sites. Bldgs.
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 EDWARD S. RAVICK, 931 Frick Bldg. (x)
 REAL ESTATE CO. OF PGH., L. W. Monteverde, Pres., 600 Union Trust Bldg. (x)
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Windber—WINDBER COM. DEV. ASSN., Robert Matchley, 505-15th St. Local. 1. Sites. Bldgs.

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York—SHERRILL, SHERRILL & CO., 11 E. Market St. (x)

YORK C. OF C., Paul Z. Kistler, Secy., Continental Square. Local. 4. Sites. Bldgs.

YORK CNTY IND. DEV. CORP., Roland H. Dunn, Exec. Dir., Schmidt Bldg., Continental Square. Local. 2. Sites. Bldgs. Funds.

RHODE ISLAND

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Bristol—BRISTOL CIVIC INDUSTRIES COMM., Box 281

Burrillville—BURRILLVILLE C. OF C., Wally Peck. (x)

Centredale—N. PROVIDENCE IND. DEV. COUN., Philip S. Mancini, Chm., Town Hall, 2008 Smith St. (x)

Coventry—COVENTRY C. OF C., Everett E. Hudson. (x)

Cranston—CRANSTON INDUSTRIAL COMMISSION, Frank J. Calcagni, Chm., 770 Reservoir Ave. Local. Sites. Bldgs.

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East Providence—E. PROVIDENCE C. OF C., Galen E. Pierce, Jr. (x)

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Georgiaville—SMITHVILLE PLAN, BD., Alfred G. Payett, Chm., Town Hall, Farnum Pike. (x)

Johnston—VOLATILE IND. PARK (Thomas Volatile, 1101 Atwood Ave.). (x)

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Newport—NEWPORT CTY. C. OF C., Ted C. Jarrett, Ex. Secy. (x)

North Kingstown—N. KINGSTOWN C. OF C., Chas. W. Tongue. (x)

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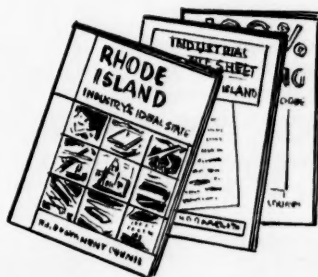
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RHODE ISLAND-SOUTH CAROLINA

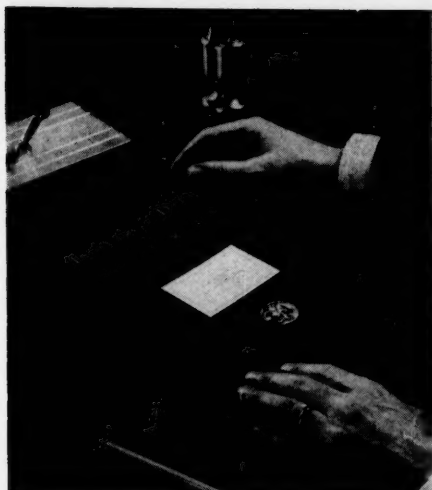
Pawtucket—
BLACKSTONE VALLEY GAS & ELEC. CO., L. Philip Lemieux, Ind. Dev. Mgr., 55 High St. Regional. 3 Sites. Bldgs. Funds.
PAWBUCKET BUS. CHAMBER, Malcolm S. Hatch, Ex. Vice Pres., 33 Summer St. Local. 5 Sites. Bldgs.
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HENRY W. COOKE CO., A. Brintnall Tingley, 618 Hospital Trust Bldg. (x)
DEVELOPMENT REALTY CORP., Rm. 215, Sheraton-Biltmore Hotel, (x). Rltr.
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G. L. & H. J. GROSS, INC., 170 Westminster St. (x)
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PROJECT DEV. ASSOC., James F. Reynolds, Pres., 816 Ind. Bk. Bldg. Regional.
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VAULE & CO., MANAGEMENT CONSULTANTS, Ind. Bk. Bldg. (x)
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S. KINGSTON C. OF C., Willis S. Fisher. (x)
Warren—
WARREN C. OF C., Frank Dunbar. (x)
WARREN CIVIC COMM. ON IND. RELATIONS, Wilfred C. Jeffrey, Chm., Town Hall. (x)
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WARWICK C. OF C., Phillip T. Thayer, Ex. Mgr. (x)
WARWICK IND. DEV. COMM., Wm. R. Warburton, City Hall. (x)
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W. WARWICK C. OF C., P. J. Bloomer, Ex. Secy., 1198 Main St. Local. 1 Sites. Bldgs.
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GRTR. WOONSOCKET IND. DEV. FOUNDATION, L. Philip Lemieux, Act. Ex. Dir., 404-405 Stadium Bldg. Local. 2 Sites. Bldgs. Funds.

SOUTH CAROLINA

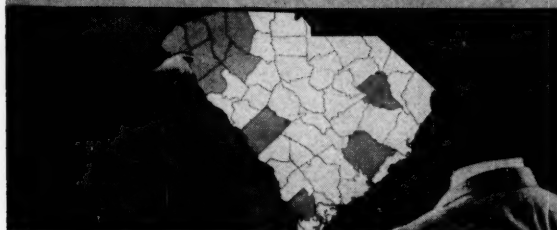
Abbeville—ABBEVILLE CTY. DEV. BD., Richard R. Sackett, Mgr., Abbeville City Courthouse. Local. 2 Sites. Bldgs.
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AIKEN C. OF C., R. E. Kenney, Jr., Pres., 1933 Park Ave., P. O. Box 244. Local. 1 Sites. Bldgs. Funds.
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SAVANNAH VALLEY BOOSTER'S ASSN., James R. Young, Mgr., Wilmary Bldg. Regional. 3 Sites. Bldgs. Funds.
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WILLIAM M. MEAN, RLTR., 60 Broad St. (x)
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S. C. STATE C. OF C., John C. Floyd, Gen. Mgr., Box 70. Sites.
S. C. STATE DEV. BD., R. M. Cooper, Dir., Wade Hampton Off. Bldg. State. 12 Sites. Bldgs.
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THE S. C. NATL. BANK, Chauncey W. Lever, V. P., S. C. Natl. Bk. Bldg. State. Sites. Bldgs. Funds.
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SUMTER CTY. PLAN. & DEV. COMM., Worth D. Holder, Secy.-Treas., 318½ N. Main St. Local. 3 Sites. Bldgs. Funds.
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South Carolina offers new Plant Site Digest Plan

SOUTH CAROLINA'S Plant Site Digest Plan provides in complete confidence an instant panoramic view of the State as a whole and its resources *in terms of the specific needs of a specific industrialist*. With this Digest, the industrialist can at once appraise over-all advantages or disadvantages and then determine his needs for a study in depth by the State Development Board and/or his own engineers.

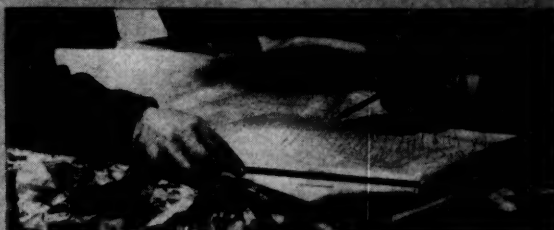


The Digest first details the GENERAL PICTURE

How South Carolinians Live: Despite the same wage rate, the State has a much higher standard of living. Accelerated building progress has given the State excellent housing projects, additional number of schools, hospitals and churches.

Diversity of Industries in South Carolina: A series of pertinent reprints, specific to the industrialist seeking facts on South Carolina, detail experiences of manufacturers who have moved to South Carolina, their findings on worker pools, worker skills, worker attitude, and the 99 per cent native-born worker composition.

South Carolina—Its Cultural and Recreational Aspects: The mountains and the Atlantic are a few hours apart. Fishing, swimming, hunting, polo, colleges, churches, little theatre groups promote ample recreational and cultural variety to newcomers and natives.



The Digest then details the PICTURE IN PARTICULAR for your specific industry

Power, Water, Transportation Facilities (air, rail, truck and ship) as related to plant sites available and specific schedule of costs.

Mineral and other Basic Resources are measured in specific terms of the inquirer's need.

Market Potential: Immediate market statistics of interest to the particular industry seeking plant location in South Carolina.

South Carolina—Its Climate and the economics of that climate in terms of a given industry.

Wage Scales, Taxes, the stability of government's cooperation policy in specific industries for the specific inquirer.

SPACE does not permit all the indices provided by South Carolina's New Plant Site Digest Plan. Suffice it to say, it offers in full confidence basic measurements with which the industrial business, service or manufacturer can determine his continued interest.

**For further information on South Carolina's New Plant Site Digest . . . write or phone
POplar 5-2912, W. W. Harper, Director, State Development Board, Box 927, Columbia, S. C.**

SOUTH DAKOTA

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ABERDEEN DEV. CORP., Ulric M. Gwynn, Jr., Mgr., 516 S. Main, Local, 4 Sites, Bldgs. Funds.
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RAPID CITY INDUSTRIES, INC., Kelly Lynn, Pres., P. O. Box 747, Regional Sites, Bldgs. Funds.
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YANKTON C. OF C., Warren J. Hobson, Mgr., 5th & Walnut Sts., Local Sites, Bldgs. Funds.

TENNESSEE

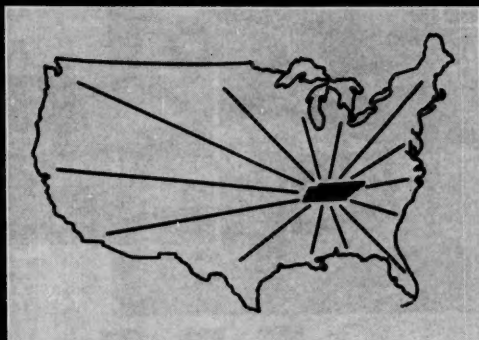
Alamo—**ALAMO DEV. CORP.**, R. L. Ronk, Pres., (x)
Alcoa—**ALCOA CIVIC CLUB**, T. C. Gray, (x)

Altamont—**GRUNDY CTY. CIVIC CLUB**, S. W. Northcutt, Pres., (x)
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ATHENS IND. DEV. CORP., c/o Ch. of Comm., (x)
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Benton—**CHEROKEE IND. DEV. CORP.**, Elmo Lyle, Pres., (x)
Belivar—
BOLIVAR C. OF C. IND. COMM. (x)
BOLIVAR DEV. CORP., B. H. Bradley, (x)
HARDEMAN CTY. IND. COMM., J. Simon Smith, (x)
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BRADFORD INVESTMENT CORP., W. E. Griffin, Pres., Local Bldgs. Funds.
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Camden—**CAMDEN DEV. ASSN.**, Bradley Frazier, Pres., (x)
Carthage—**CARTHAGE INDUSTRIES, INC.**, c/o Ch. of Comm., (x)
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FIRST TRUST CO. (x)
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GRTR. CLARKSVILLE FOUND., James E. Charlet, Chm. Ind. Comm., (x)
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CLINTON C. OF C., David Boling, Chm. Ind. Comm., c/o Clinton Mtr. Sales, Main St., Local Sites, Bldgs. Funds.
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Cookeville—
PUTNAM CTY. C. OF C., Irene Verble, Ex. Secy., (x)
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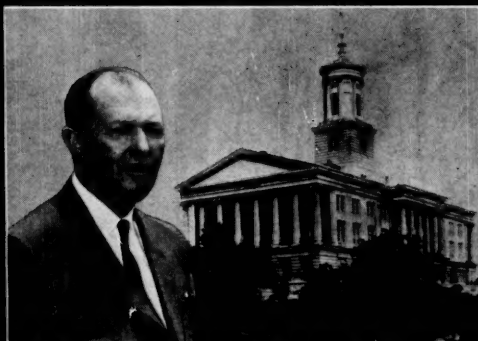
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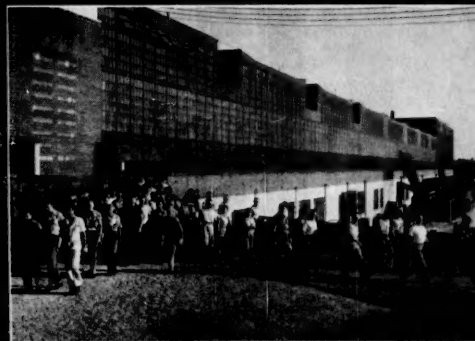
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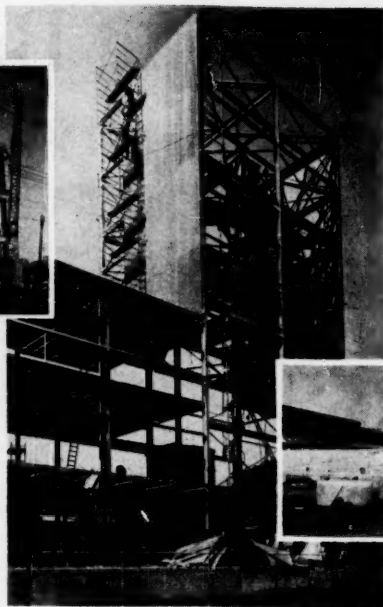
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WASHINGTON CTY. C. OF C., Donald M. Wilder, Pres., St. Anthony Hotel. Local. 2. Sites. Bldgs. Funds.

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RIO GRANDE VALLEY GAS CO., Jack Meredith, Secy.-Treas., 335 W. Elizabeth St. (x)

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CAMERON IND. FOUND. (x)

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CENTER IND. DIST., Mann Finkston, Pres., Box 352. Local. 2. Sites. Bldgs. Funds.

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Denison—DENISON C. OF C., Bill E. Henderson, Mgr., 313 W. Woodard. Local. 3. Sites. Bldgs. Funds.

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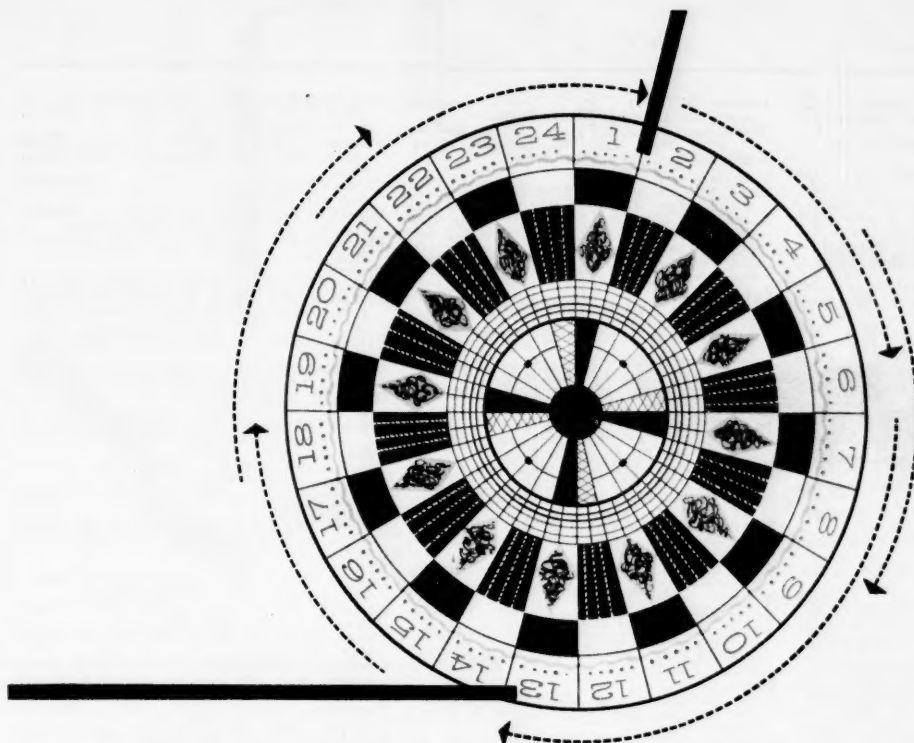
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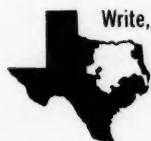
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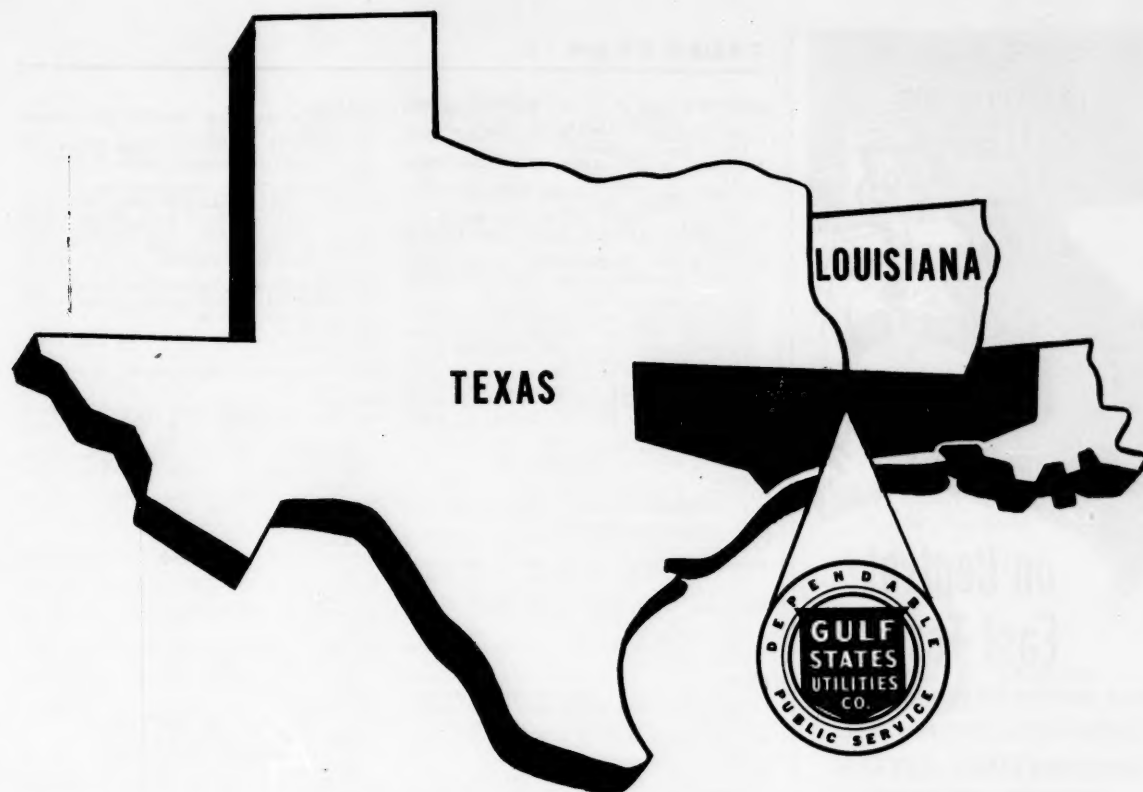
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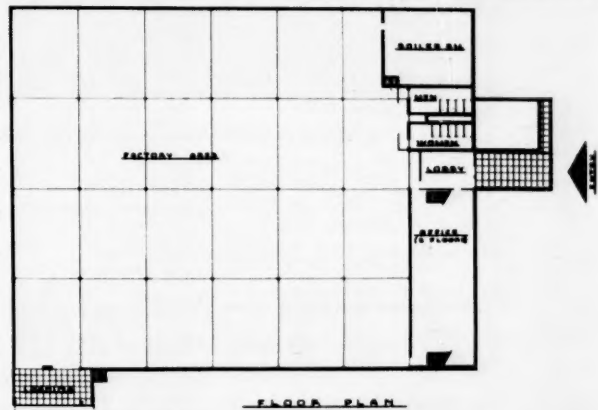
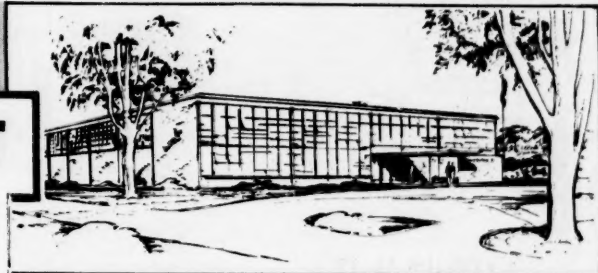
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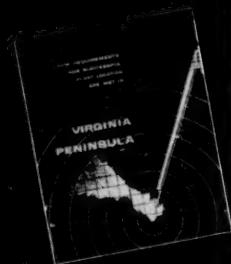
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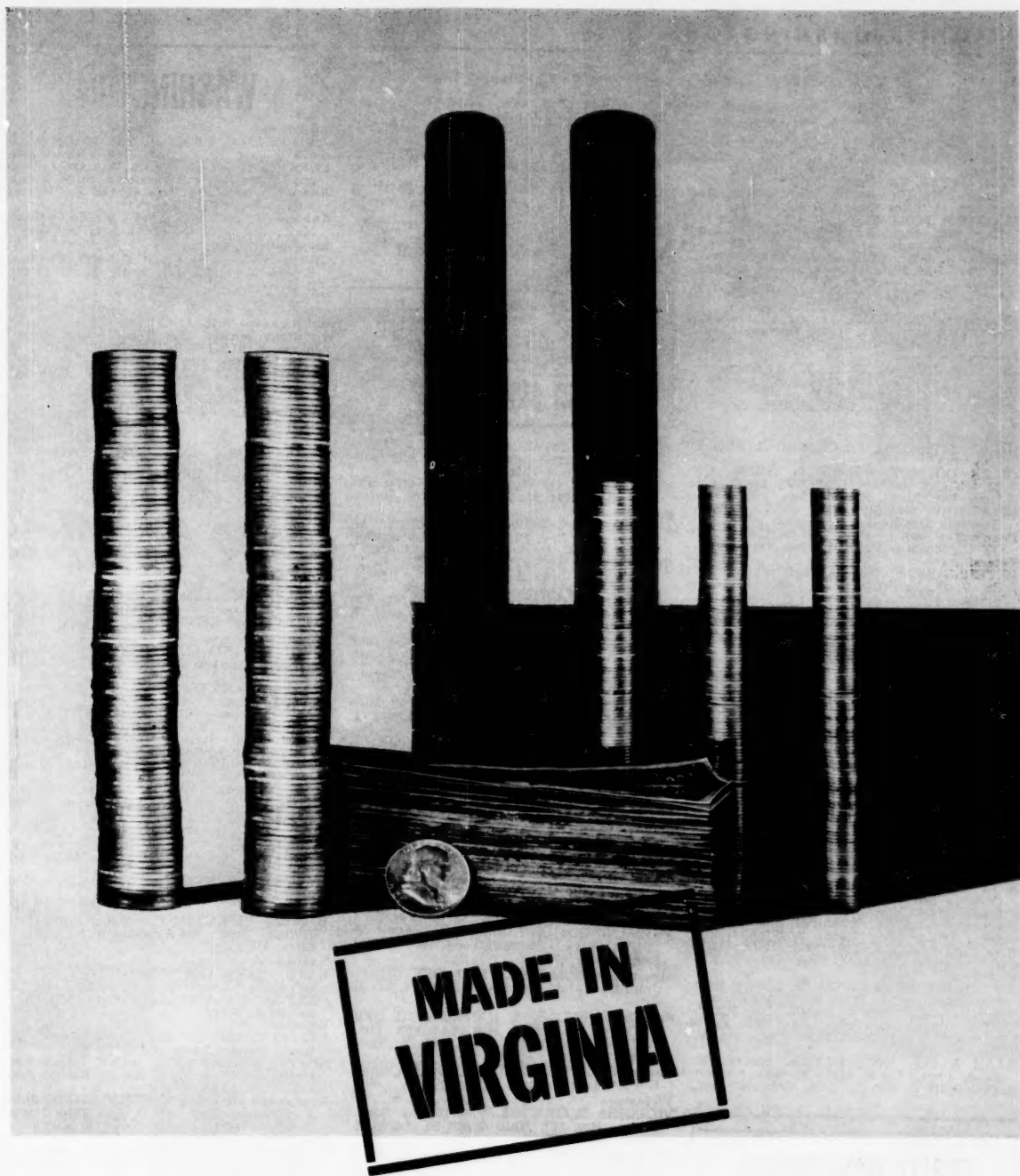
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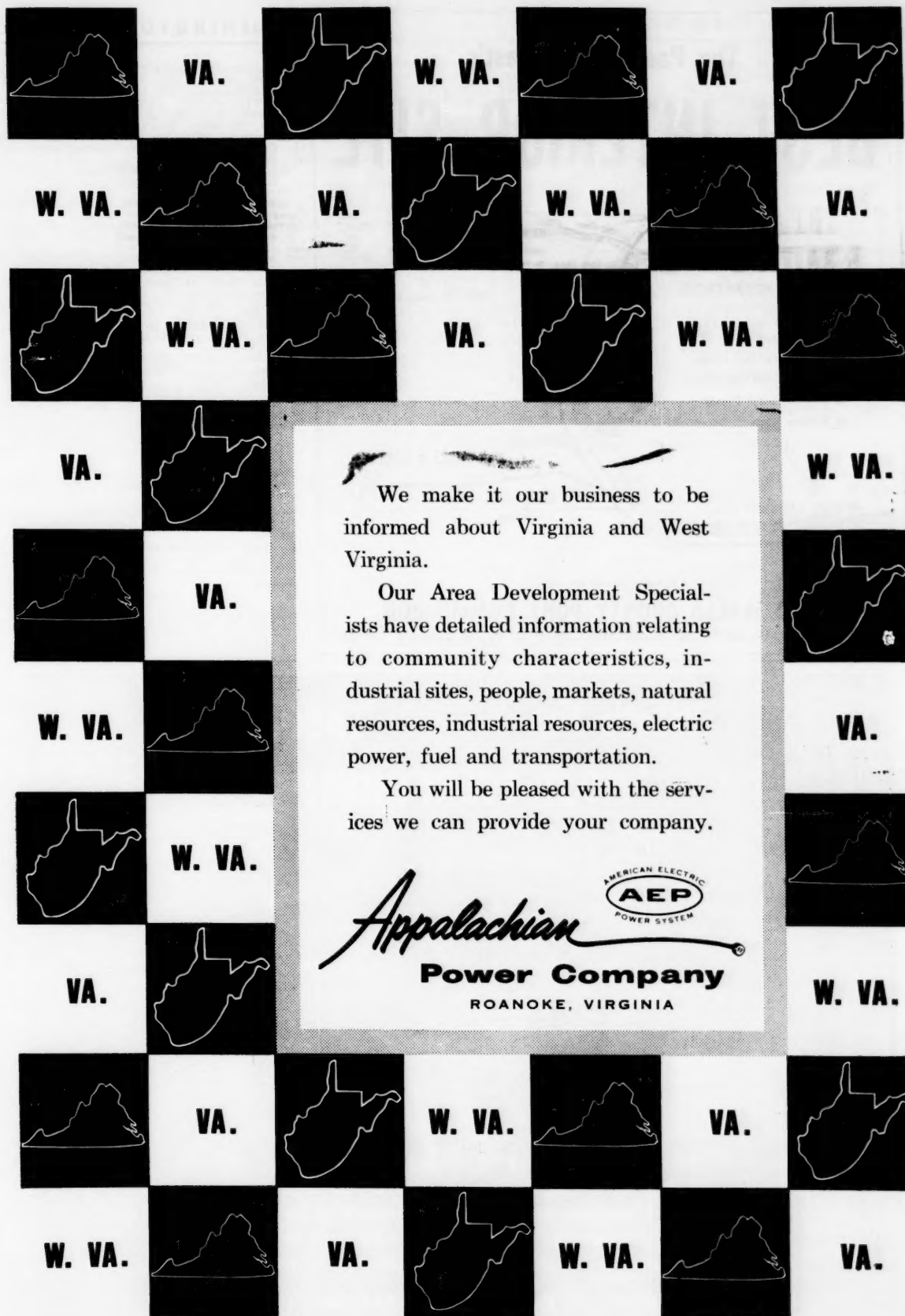
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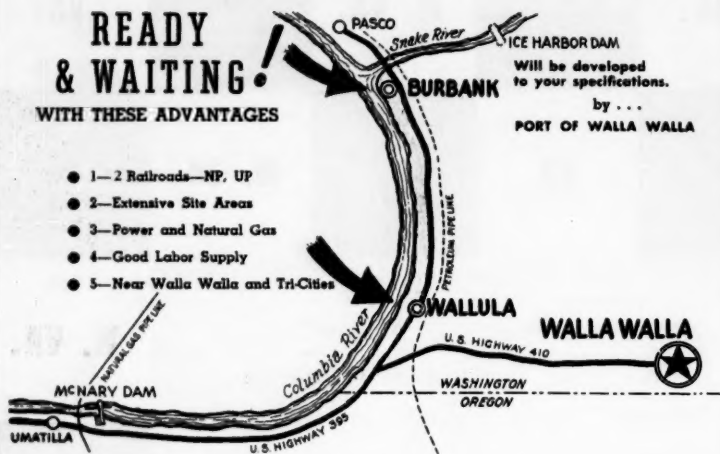
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 MANITOBA DEPT. OF INDUSTRY & COMMERCE, M. J. G. McMullen, Dep. Min., 252 Legislative Bldgs. Province. 11. Sites. Bldgs.
 MANITOBO POWER COMPANY, COMM., W. D. Falls, Mgr., 1075 Portage Ave. (x)
 WINNIPEG HYDRO-ELECTRIC SYSTEM, T. E. Storey, Gen. Mgr., 55-59 Princess St. (x)
 MANITOBA HYDRO-ELECTRIC BOARD ELEC. RAILWAY CHAMBERS, D. M. Stephens, Gen. Mgr., Notre Dame & Albert St. (x)
 ROSS REALTY, 567 St. Mary's Rd. (x)
 ROYAL BANK OF CANADA, Mr. R. C. Simpson, Main & William. (x)
 DAVID SLATER, LTD., 806 Childs Bldg. (x)
 TRADERS REALTY CO., C. L. Woolverton, 216 Mitchell-Conn. Bldg. (x)
 WINNIPEG & CENTRAL GAS CO., S. K. Cairns, Adv. Mgr., 265 Notre Dame Ave. (x)
 WINNIPEG METROPOLITAN PLANNING MERCE, R. E. Grosse, Dept. Min. (x)
 WINNIPEG METROPOLITAN PLANNING COMM., Eric W. Thrift, Dir., 1100-213 Notre Dame Ave. (x)

NEW BRUNSWICK

Campbellton—CITY CLERK, City Hall. (x)
Edmundston—
 CITY OF EDMUNDSTON ELECT. DEPT. (x)
 H. E. MAREN, MAYOR, City Hall. (x)
Fredricton—
 CITY OF FREDRICKTON, H. P. Gouch, City Clerk, City Hall. (x)
 DEPT. OF IND. & DEV., J. A. Patterson, Dep. Min. (x)
 MARITIME ELECTRIC CO., LTD. (x)
 NEW BRUNSWICK DEPT. OF IND. AND DEV., John A. Patterson, Dep. Min. (x)
 N. B. DEPT. OF IND. & DEV., Ronald P. Williamson, Dir. Ind. Branch, P. O. Box 1150, Province. Sites. Bldgs. Funds.

N. B. ELEC. POWER COMMISSION, W. A. Dixon, Dir. of Public Rel., 527 King St. (x)
N. B. ELEC. POWER COMM., J. L. Feeney, Chief Eng., 527 King St. (x)
Moncton—
 MONCTON BOARD OF TRADE, A. E. Eagles, Sec. (x)
 MONCTON ELECTRICITY AND GAS CO., LTD. (x)
Moncton—CENTRAL TRUST CO. OF CANADA, (x)
St. John—
 CANADIAN NATIONAL HARBOURS BOARD, D. M. Vye, Port Manager, Box 1393. (x)
 EASTERN SECURITIES CO., LTD., 63 Prince William St. (x)
 LANCASTER IND. & PORT COMM., H. H. Smith, P. O. Box 100. (x)
 GORDAN MACKAY EASTERN LTD., P. L. Woods, Gen. Mgr., 32 King St. (x)
 METROPOLITAN IND. COMM., R. U. Nabb, Asst. Comm., P. O. Box 100. (x)
 PORT AND INDUSTRIAL BUREAU, Municipality of Saint John, N. B., P. O. Box 100, Local. Sites. Bldgs. Funds.
ST. JOHN BOARD OF TRADE, H. H. Smith, Ind. Commissioner, 24 Sydney St. Local. 3. Sites. Bldgs. Funds.

NEWFOUNDLAND

Deer Lake—BOWATER POWER CO., LTD., E. V. Bowater, Pres. (x)
St. John's—
 NEWFOUNDLAND DEPARTMENT OF ECON. DEV., Arthur Johnson, Dep. Min. (x)
 NEWFOUNDLAND LIGHT & POWER CO., LTD., V. A. Alnsworth, Gen. Mgr., 489 Water St. (x)
 SUMMERS ELECTRIC CO., LTD., P. O. Box 976. (x)
 UNITED TOWNS ELECT. CO., S. H. Morris, Pres. & Gen. Mgr., 345 Duckworth St. (x)
 WEST COAST POWER CO., LTD. (x)

NOVA SCOTIA

Amherst—
 CANADA ELEC. CO., LTD. (x)
 EASTERN TRUST COMPANY. (x)
Amherst—CANADA ELECT. CO., LTD., 50 Church St. (x)
Halifax—
 ACADIAN LINES, LTD., 100 Sackville St. (x)
 ATLANTIC PROVINCES ECONOMIC COUNCIL, O. Nelson Mann, Exec. V. Pres., 205 South Park St. Regional. 12. Sites.
 CANADIAN-BRITISH ENGINEERING CONSULTANTS, 513 Barrington St. (x)
 CANADIAN NATL. HARBOURS BD., J. R. Mitchell, Port Mgr., Ocean Terminals.
 EASTERN TRUST CO. (x)
 HALIFAX BD. OF TRADE, K. A. Ross, Gen. Mgr., Box 577. (x)
 HALIFAX DEPT. OF TRADE & IND., O. N. Mann, Admin. (x)
 HALIFAX IND. DEVELOPMENT COMMISSION, R. H. Kitley, Maritime Manager, 95 Dresden Row. (x)
 THE HALIFAX INSURANCE CO. (x)
 HALIFAX PORT COMMISSION, W. B. Spencer, Secy., Bd. of Trade Bldg. (x)
 INDUSTRIAL ESTATES, LTD., J. B. Essey, Gen. Mgr., Room 503, Bank of Nova Scotia Bldg. (x)
 MARITIME TELEGRAPH & TELEPHONE CO., LTD. (x)
 METROPOLITAN INDUSTRIAL COMMITTEE, Bd. of Trade Bldg. (x)
 NOVA SCOTIA DEPT. OF TRADE & IND., Mr. Earl Clark, Dir. Ind. Prom., Provincial Bldg. (x)
 NOVA SCOTIA POWER COMM., H. D. Hicks, Chrmn., 108 Granville St. (x)
 N. S. LIGHT & POWER CO., J. C. Mackeen, Pres., Barrington St. (x)
 N. S. LIGHT & POWER CO., LTD., A. R. Harrington, Gen. Mgr., P. O. Box 848, Province. 5. Sites. Bldgs.
 THE NOVA SCOTIA TRUST CO. (x)
 TOWN & COUNTRY, LTD., A. Sheffman, 66 Grey St. (x)
 WESTERN NOVA SCOTIA ELECT. CO., LTD., P. O. Box 848. (x)
Kentville—KENTVILLE BOARD OF TRADE, Industrial Committee. (x)
St. John's—DEPARTMENT OF ECONOMIC DEVELOPMENT, Canada House. (x)
Sydney—
 CAPE BRETON IND. DEV. COUNCIL, Bruce MacDonald, 68 Melton St. (x)
 SEABOARD POWER CORP., LTD. (x)
 SYDNEY IND. DEV. CORP. (x)

ONTARIO

- Action**—MR. W. COOK, Mayor. (x)
Ailsa Craig—MR. J. T. Stephenson, Clerk-Treasurer. (x)
Ajax—AJAX INDUSTRIAL COMMISSION, John Mills, Chairman, 36 Glynn Ave. (x)
Alfred—BRUNO LANTHIER, IND. REP., c/o Ch. of Comm. (x)
MR. F. LAROQUE, MAYOR. (x)
Alexandria—ALEXANDRIA MUNICIPAL IND. CMTE, Lloyd McHugh, Chrmn. (x)
MR. GEORGE SIMON, MAYOR. (x)
Alliston—MR. T. M. STOREY, MAYOR (x)
Alvinston—MR. O. LEITCH, CLERK. (x)
Amherstburg—CITY OF AMHERSTBURG, Mr. L. J. Pettypiece, Can. Box 130. (x)
Anderson—CITY OF ANDERSON, Mr. L. J. Mailboux, Clerk. R. R. #4. (x)
Arkona—MR. A. E. LUCAS, CLERK.
Arnprior—CITY OF ARNPRIOR, Mr. Robert M. Simpson, Mayor, Box 395. (x)
Arthur—MR. K. O. ELLIOTT, COUNCIL-LOR. (x)
Athens—MR. R. P. LAYMG, REEVE. (x)
Atikokan—ATIKOKAN PLANNING BOARD, Webb Calder, Chrmn., Box 460. (x)
Aurora—AURORA C. OF C., Don Glass, Chm. of Ind. Comm. (x)
INDUSTRIAL COMMITTEE, D. J. Murray, Chrmn.
D. J. MURRAY, MAYOR, Municipal Offices. (x)
Aylmer—AYLMER INDUSTRIAL COMMITTEE, Arthur M. Hueston, Chairman. (x)
CITY OF AYLMER, Mr. A. M. Hughes, Councillor, 140 Talbot St. W. (x)
Ayr—MR. C. WITZEL, REEVE. (x)
Bala—MR. S. M. JACKSON, MAYOR. (x)
Bancroft—BANCROFT PLANNING BOARD, J. S. Hattin, Chrmn. (x)
Barrie—BARRIE CHAMBER OF COMMERCE, Mr. R. C. Welham, Secy.-Mgr., Post Office Square. (x)
Barry's Bay—MR. PAUL YAKABUSKI, REEVE. (x)
Bath—MR. R. W. Green, REEVE. (x)
Beachville—BEACHVILLE & DIST. BD. OF TRADE, Mr. Harley Cousins, Sec. (x)
Beamsville—BEAMSVILLE PLAN. BD., Mr. W. F. Rammie, Sec., 77 King St. East. (x)
Beaverton—BNK OF COMMERCE, Mr. P. S. Croft. (x)
Belle River—BELLE RIVER IND. PROMOTION COMMITTEE, Alphonsus O'Connor, Chairman. (x)
BELLE RIVER PLANNING BD., Mr. Armand Lalonde, Chrmn. (x)
Belleville—BELLEVILLE C. OF C., Robert P. Post, I. D. Comm. (x)
Beton—MR. E. A. LETTS, REEVE. (x)
Bewdley—BEWDLEY BD. OF TRADE, Mr. C. Clay, Pres. (x)
Blenheim—BLENHEIM IND. COMM., Dr. John M. Graham, Chm. (x)
Blind River—MR. M. F. DYKE, CLERK. (x)
Bloomfield—BLOOMFIELD C. OF C., H. A. Cleave. (x)
Blyth—DONALD HAWES, COUNCILLOR. (x)
Bobcaygeon—BOBCAYGEON C. OF C., Rev. George Ball, Chairman Industrial Development Committee. (x)
Bondfield—EUGENE POISEY, Mayor. (x)
Bothwell—MR. M. LANG, Mayor. (x)
Bourget—MR. ANTONIN LALONDE, Industrial Rep. c/o Ch. of Comm. Local Sites. Bldgs.
Bowmanville—BOWMANVILLE C. OF C., Mr. K. Nelson Morris, Sec. Town Hall. (x)
BOWMANVILLE INDUSTRIAL COMMISSION, Kenneth N. Morris, Commissioner, Town Hall, P. O. Box 1240, Local. 2 Sites. Bldgs. Funds.
Bracebridge—BRACEBRIDGE IND. COMM., Mr. James Stevenson, Ind. Comm. (x)
Bradford—MR. D. A. EVANS, REEVE. (x)
Braceid—MR. R. H. ROBBINS, REEVE. (x)
Brampton—BRAMALEA CONS. DEV. LTD., Geo. W. Finley, Mgr. Ind. Dev., P. O. Box 129, Local. 12 Sites. Funds.
CITY OF BRAMPTON, Mr. J. Galway, Clerk-Treas., 8 Main St. South. (x)
Brantford—BRANTFORD IND. COMMISSION, Chas. J. Kenyon, Secy., 58 West St. (x)
Brethour—CITY OF BRETHOUR, Mr. W. J. Houlgrave, Twp. Clerk. (x)
Bridgeport—MR. DAVID WISMER, Councillor. (x)
Brighton—BRIGHTON IND. COMMITTEE, Mr. Coe Coling, Chairman. (x)
Brockville—BROCKVILLE IND. COMM., Mr. T. W. Brackinried, Ind. Commr., City Hall. (x)
Bruce Mines—BRUCE MINES C. OF C., Mr. H. L. Trites, Chrmn. Ind. Comm. (x)
Brussels—MR. LLOYD MICHEL, Industrial Commissioner. (x)
Burk's Falls—MR. J. S. DARLING, REEVE. (x)
Burlington—BURLINGTON IND. COMMISSION, J. G. Blair, 2023 James St. Local. 2 Sites. Bldgs.
Cache Bay—MR. JOHN ARCHAND, Mayor. (x)
Caledonia—CALEDONIA IND. COMM., Mr. L. H. Tschirhart, Chrmn. (x)
Cambellford—MR. R. F. RUTHERFORD, Mayor. (x)
Cardinal—MR. GEORGE R. BROWN, REEVE. (x)
CARDINAL BOARD OF TRADE, Charles Sherwin, Chrmn. (x)
Carleton Place—CARLETON PLACE IND. COMM., Mr. G. W. B. McDonald, Chm. (x)
Carnarvon—CARNARVON C. OF C., Mr. Maurice Windsor. (x)
MINDEN C. OF C., Maurice Windsor. (x)
Cayuga—CAYUGA IND. COMM., Mr. H. E. Reece, Chrmn. (x)
Chalk River—CHALK RIVER PLANNING BOARD, Mr. B. Moore. (x)
Charlton—MR. H. DEVRIES, Clerk-Treasurer, Box 10. (x)
Chatham—CHATHAM C. OF C., John C. Forrester, Mgr., 48 Fourth St. Local. 5 Sites. Bldgs. CORP. OF THE CITY OF CHATHAM, G. H. Adams, Ind. Comm. City Hall, Local. 2.
UNION GAS COMPANY OF CANADA, LTD. (x)
Chatsworth—MR. JOHN MORGAN, Clerk. (x)
Chelmsford—MR. J. A. GRATTON, Mayor. (x)
Chesley—CHESLEY IND. COMMITTEE, Mr. Geo C. Loucks, Chrmn. (x)
Chesterville—MR. CARL MERKLEY, REEVE. (x)
Clifford—MR. EDGAR ECKENSWILLER, Clerk-Treas. (x)
Clinton—MR. MELVIN CRICH, Dep. Reeve, Chairman of Ind. Comm. (x)
Cobalt—MR. C. VEZINA, Clerk-Treasurer. (x)
Cobden—CITY OF COBDEN, Mr. George Wallace, Councillor, Box 162. (x)
H. W. HAWKINS, IND. REP., Box 99. (x)
Cobocok—COBOCONK C. OF C., Mr. H. E. Coburg. (x)
MR. J. B. BURNET, Mayor. (x)
Colborne—INDUSTRIAL COMMISSIONER, COLBORNE C. OF C. (x)
Coldwater—COLDWATER BD. OF TRADE, Mr. W. H. Cowan, Chrmn. (x)
Collingwood—CITY OF COLLINGWOOD, Mr. Julian H. Ferguson, Mayor, 91 Third St. (x)
INDUSTRIAL COMMISSIONER C. OF C. (x)
Coniston—MR. P. G. OLIVIER, Clerk-Treas. (x)
Cooksville—COOKSVILLE IND. COMM., W. Courtney, Ind. Commr. (x)
Copper Cliff—MR. R. G. DOW, Mayor. (x)
Cornwall—CORNWALL INDUS. COMMISSION, E. D. May, Ind. Commr., City Hall, Local. 2 Sites. Bldgs. Funds.
CORNWALL ST. RAILWAY LIGHT & POWER CO. (x)
Crysler—CRYSLER C. OF C., J. H. Lehoux, Ind. Rep. (x)
Delhi—DELHI IND. COMM., Raymond Castle, Secy. (x)
Deseronto—CITY OF DESERONTO, A. S. Walker, Ind. Representative. (x)
DESERONTO IND. COMM., J. L. Therrien, Chrmn. (x)
Dresden—CORPORATION OF THE TOWN OF DRESDEN, A. H. Tricker, Ind. Chm. (x)
Dryden—MR. WM. H. HAMBLETON, Clerk-Treas., Municipal Offices. (x)
Dundal—MR. J. W. SEELEY, REEVE. (x)
Dundas—DUNDAS IND. COMM., John D. Don, Ind. Commr., 51 Cayley St. (x)
Dunnville—DUNNVILLE INDUS. COMM., H. M. Coleberry, Municipal Bldg., 317 Chestnut St. Local. 1 Sites. Bldgs. Funds.
Eastview—ROGER TREMBLAY, Ind. Rep., 158 McArthur Ave. (x)
Eganville—MR. I. R. HOFFMAN, REEVE. (x)
Elmira—ELMIRA INDUSTRIAL COMMITTEE, Gordon Gingrich, Chrmn. (x)
Elora—ELORA C. OF C., Walter Weis, Chrmn. (x)
Embro—WILLIAM FRENCH, Clerk-Treasurer. (x)
Erieau—ERIEAU SHIPBUILDING & DRY-DOCK CO., LTD., Mr. Dexter Goodison. (x)
Erin—ERIN BUSINESSMEN'S ASSN., Ed. Holton. (x)
Essex—ESSEX PLANNING AREA BOARD, R. H. Finlay, Chrmn., Box 224. (x)
Etobicoke—ETOBICOKE IND. COMM., S. Eckerslie, Ind. Comm. (x)
Exeter—EXETER INDUSTRIAL COMMITTEE, Murray A. Greene, Chrmn. (x)
Fenelon Falls—W. A. MITCHELL, Clerk-Treas. (x)
Fergus—FERGUS C. OF C. IND. COMM., W. Ford, Chm. (x)
Finch—A. M. McDougall, Ind. Rep. (x)
Fonthill—H. A. McCauley, REEVE. (x)
HAROLD E. BLACK, REEVE. (x)
DANIEL STEWART, Chrmn. (x)
Forest—FOREST IND. PROMOTION COMMISSION, William Lohead, Sec. (x)
Fort Erie—FORT ERIE IND. COMM., R. B. Potts, Ind. Commr. (x)
CE BRIDGE IND. COMM., B. Potts, Ind. Commr., Queen St. Local. 2 Sites. Bldgs.
Fort Frances—FORT FRANCES IND. COMMITTEE, Otto Dallman, Chrmn., 550 Webster Ave. (x)
Fort William—S. H. BLAKE, City Treasurer. (x)
G. R. DUNCAN & CO., LTD., R. J. Flatt, Pres., 121 May St. South. (x)
Frankford—J. E. FINNING, Clerk-Treasurer. (x)
Galt—GALT INDUS. COMMISSION, Col. E. Warneck, Comm. (x)
Cananogue—IAN BERESFORD, Ind. Rep. (x)
CANANOGUE ELECTRIC LIGHT & WATER SUPPLY CO., LTD. (x)
LESLIE F. BOWMAN, Clerk, 56 Hillside Dr. (x)
Georgetown—DELREX DEVELOPMENTS, LTD., Rex Delre, Pres. (x)
SYKES TOOL CORPORATION, LTD., J. W. Pennock, Gen. Mgr., Highway No. 7. (x)
W. D. SARGENT, REEVE. (x)
Glencoe—W. J. WEBSTER, REEVE. (x)
Goderich—GODERICH INDUS. COMMISSION, Geo. Clingan, Commr., Town Hall. (x)
Gore Bay—MR. R. QUARRIE, Mayor. (x)
Grand Valley—GRAND VALLEY BOARD OF TRADE, W. R. Gamble, Water St. (x)
Grimsby—GRIMSBY IND. COMM., O. J. Dutton, Ind. Commr. (x)
NIAGARA REGIONAL DEV. ASSOC., Mr. O. J. Dutton, Mgr., Depot St. Regional. 2 Sites. Bldgs.
Guelph—GUELPH IND. COMMISSION, C. B. Cutten, Commr., 2 Quebec St. Local. 1 Sites. Bldgs. Funds.
Hagersville—CITY OF HAGERSVILLE, H. McKeller, Ind. Representative, c/o Bailey Hardware. (x)
HAGERSVILLE PLAN. & IND. BOARD, W. J. McCarthy, Chm. (x)
Haliburton—A. H. COOK, Mayor. (x)
Hamilton—CHAMBERS & COMPANY, Mr. Stewart Chambers, 1415 Piggott Bldg. (x)
HAMILTON C. OF C., K. A. Grant, Ind. Comm., Hamilton Ind. Comm., 15 King St. West. (x)
HAMILTON DIST. INDUSTRIAL COMMISSION, K. A. Grant, Mgr., 15 King St., W. Local. 2 Sites. Bldgs. Funds.
HAMILTON HARBOUR COMMISSIONERS, E. H. Cormen, Gen. Mgr., 605 James St., N. (x)
JAMES MARSHALL LOUNSBURY, 15 King St., W. (x)
UNITED GAS LTD., T. P. Pinckard, Gen. Mgr., 82 King St. Regional. 390.
Hanover—KARL WILKEN, Mayor. (x)
Harrieston—MR. GORDON RO3B, Ind. Convener. (x)
Harrow—CITY OF HARROW, E. McDonald, Ind. Representative. (x)
Hastings—R. R. BURNHAM, REEVE. (x)
Havelock—E. J. LEESON, REEVE. (x)
Hawkesbury—ALEXANDER BAPTIST, Town Mgr. (x)

- ROSAIRE GASCON**, Ind. Rep., 14 Hamilton St. (x)
- Hearst**—R. A. CLOUTIER, Councillor. (x)
- Hensall**—HENSALL C. OF C., Charles Fifford, Pres. (x)
- Hepworth**—J. B. DOWNS, Clerk-Treasurer. (x)
- Heapele**—HESPELER INDUSTRIAL COMM., Percy T. Harvey, Chrmn., Box 61. (x)
- Hilton**—CHARLES WOOD, Councillor. (x)
- Huntsville**—HUNTSVILLE C. OF C., F. "Hop" Brook, Pres. Royal Bank. (x)
- Ingersoll**—INGERSOLL IND. COMM., J. Dean, Ind. Comm. (x)
- Iroquois**—MR. LLOYD C. DAVIS, Mayor. (x)
- IROQUOIS IND. CMTE.**, B. J. Saver, Chmn. (x)
- Jarvis**—MR. HOWARD KROUSE, Clerk. (x)
- Kapuskasing**—KAPUSKASING PLANNING COMMITTEE, R. C. Scott, Chrmn. (x)
- SPRUCE FALLS POWER & PAPER CO., LTD.** (x)
- Kearney**—J. E. WOODRUFF, Mayor. (x)
- Keewatin**—E. L. HOLMES, Clerk-Treasurer. (x)
- Kemptville**—J. R. PATTERSON, Mayor. (x)
- Kenora**—CITY OF KENORA IND. & PUBL. BD., J. A. Sherrett, Mgr., P. O. Box 339. (x)
- ONTARIO & MINNESOTA POWER CO., LTD.** (x)
- Killaloe Station**—P. J. MCCARTHY, Reeve. (x)
- Kincardine**—MR. HERMAN YOUNG, Mayor, P. O. Box 556. (x)
- Kingston**—KINGSTON C. OF C., Cliff Hudson, Ind. Comm., P. O. Box 486. (x)
- KINGSTON IND. COMM.**, C. Hudson, Ind. Commr. (x)
- Kingsville**—HAROLD CULL, Mayor. (x)
- Kirkland Lake**—KIRKLAND LAKE INDUS. COMM., T. J. Miron, c/o Park Lane Hotel. (x)
- Kitchener**—KITCHENER C. OF C., Stevens Jones, Mgr., 251 King St. West. (x)
- KITCHENER IND. COMM.**, Steven Jones, Ind. Commr. (x)
- GEORGE WHITNEY, LTD.**, Mr. George F. Whitney, 49 King St. East. (x)
- Lakefield**—LAKEFIELD C. OF C., W. A. Killoam, Chairman. (x)
- DONALD A. NICHOLS**, Councillor. (x)
- Lancaster**—J. SINNOTT, Reeve. (x)
- Larder Lake**—WM. D. SMITH, Reeve. (x)
- Latchford**—A. J. BURNS, Mayor. (x)
- Lethbridge**—CITY OF LETHBRIDGE, S. R. Lamb, Acting Ind. Comm., City Hall. (x)
- Lindsay**—LINDSAY C. OF C., E. E. Dicknoether, Mgr. Local, 2 Sites, Bldgs. Funds.
- LINDSAY INDUSTRIAL COMMITTEE**, M. M. DeGroat, Chmn., 125 Glenelg St., W. (x)
- Lion's Head**—D. R. MESTON, Clerk-Treasurer. (x)
- Lislow**—O. M. NICKEL, Mayor. (x)
- London**—LONDON C. OF C., H. T. Smith, Sec.-Mgr., 20 Queens Ave. Local, 4. Sites. Bldgs.
- Little Current**—C. WHITE, Mayor. (x)
- I/Original**—H. PROULX, Reeve. (x)
- Lucan**—C. H. LEWIS, Reeve. (x)
- Madoc**—M. A. SMITH, Reeve. (x)
- Magnetawan**—A. F. RAAFLAUB, Reeve. (x)
- Markdale**—R. DIXON, Reeve. (x)
- Marmora**—W. A. SHANNON, Reeve. (x)
- Massey**—J. G. BURKE, Mayor. (x)
- SALEM TURCOTE**, Mayor. (x)
- Maxville**—MAXVILLE C. OF C., John D. MacRae, Sec. (x)
- C. L. MCGREGOR**, Clerk. (x)
- Meaford**—MEAFORD C. OF C., J. C. Pritting, Ind. Chrmn. Local, Sites, Bldgs. Funds.
- Merriton**—H. JOHNSON, Mayor. (x)
- Midland**—C. OF C., R. B. Moffatt, Sec.-Mgr. (x)
- GEORGIAN BAY DEV. ASSN.**, W. N. Keefe, Gen. Mgr., Dominion Ave., W. Regional, 2 Sites, Bldgs.
- MIDLAND IND. COMM.**, W. N. Keefe, Ind. Commr. (x)
- Mildmay**—T. G. DIETZ, Reeve. (x)
- Milbrook**—G. F. HARRINGTON, Reeve. (x)
- Milton**—MILTON INDUSTRIAL COMMISSION, Mr. Norman Pearce, Sec. (x)
- Milverton**—W. C. GIRTH, Reeve. (x)
- Minden**—HALIBURTON C. OF C., M. N. Brooks, Sec. Mgr. (x)
- Moose Creek**—EMERY BRUNET, Ind. Rep. (x)
- Morrisburg**—GORDON W. THOM, Reeve. (x)
- Mount Brydges**—E. H. SEANE, Treas., R. R. #5. (x)
- Neustadt**—HENRY LANTZ, Reeve, Clerk & Treas. (x)
- Newburgh**—W. WAGAR, Reeve. (x)
- Newbury**—JOHN D. McNAUGHTON, Reeve. (x)
- Newcastle**—D. J. CUNNINGHAM, Reeve. (x)
- New Hamburg**—C. INGOLD, Clerk-Treas. (x)
- New Lisheard**—C. OF C., Roy Barnard, Pres., Box 917. (x)
- Newmarket**—NEWMARKET IND. COMM., D. H. Cockburn, Ind. Commr. (x)
- Niagara Falls**—H. G. ACRES & CO., LTD., Cons. Engrs. (x)
- CANADIAN NIAGARA POWER CO., LTD.**, Queen Victoria Park. (x)
- GREATER NIAGARA C. OF C.**, D. Murie, Mgr., 1005 Victoria Ave. Local, 5. Sites. Bldgs.
- NIAGARA FALLS IND. COMMISSION**, D. Murie, Ind. Commr. (x)
- Niagara-on-the-Lake**—NIAGARA-ON-THE-LAKE C. OF C., Frederick D. Marsh, Chrmn. (x)
- Nipigon**—G. A. O'NEILL, Reeve. (x)
- Normanby**—DONALD McQUARRIE, Councillor. (x)
- North Bay**—MR. F. DICKERSON, Mayor, City Hall 7000. (x)
- NORTHEASTERN ONTARIO DEV. ASSN.**, W. H. C. Marsh, Gen. Mgr., 447 Main St. E. Regional, 1 Sites, Bldgs. Funds.
- Norwich**—HOWARD H. McCOMBS, Reeve. (x)
- Norwood**—R. A. WEBB, Reeve. (x)
- Oakville**—OAKVILLE IND. COMM., A. Klarer, Ind. Commr. (x)
- OAKVILLE TRAFALGAR C. OF C.**, A. Klarer, Mgr., Rm. 504, 169 Colborne St., E. (x)
- Orangeville**—J. A. MAUDE, Mayor. (x)
- Orillia**—ORILLIA C. OF C., Kenneth C. Bath, Ind. Commr., 19 Mississauga St., W.
- ORILLIA IND. COMM.**, Ken Bath, Ind. Commr. (x)
- ORILLIA WATER, LIGHT & POWER COMM.**, G. H. Bongard, Secy., 25 West St., North. (x)
- Orono**—POLICE TRUSTEE BOARD, R. C. Forrester, Chrmn. (x)
- Oshawa**—OSHAWA INDUSTRIAL COMMISSION, T. E. McLaughlin, Ind. Commr., 50 Centre St., Box 425, Local, Sites, Bldgs. R. BULLOCK, Ind. Comm., City Hall. (x)
- Ottawa**—CANADA DEPT. OF PUBLIC WORKS, W. A. MacDonald, Chief of Info. Serv., Hunter Bldg. (x)
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- GOVERNMENT OF CANADA IND. DEV.**, Div. Dept. OF TRADE & COMM., G. A. Cooper. (x)
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- NORTHWEST TERRITORIES POWER COMM.**, R. G. Robertson, Chrmn., 150 Wellington St. (x)
- NORTHWEST TERRITORIES POWER COMM.**, 150 Wellington St. (x)
- ST. LAWRENCE SEAWAY AUTHORITY**, John H. Akin, Inf. Officer, #2 Temporary Bldg. (x)
- Owen Sound**—OWEN SOUND IND. COMM., Mac McKenzie, Ind. Comm. (x)
- Paisley**—K. D. MUIR, Reeve. (x)
- Pakenham**—COL. E. LISLE, Ind. Rep. (x)
- Palmerston**—PALMERSTON INDUSTRIAL COMMITTEE, Kenneth C. Thuell, Chmn. (x)
- Paris**—CORPORATION OF THE TOWN OF PARIS, B. V. Cameron, Ind. Comm. (x)
- Parkhill**—TOWN OF PARKHILL, Frank Wasnidge, Ind. Representative. (x)
- Perry Sound**—OFFICE OF THE CLERK-TREASURER, J. C. Campbell, Clerk-Treas. (x)
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- PEMBROKE INDUSTRIAL COMM.**, c/o Don. Scott, Secy., 1 Pembroke St., East. Local, 1. Sites, Bldgs.
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- Perth**—PERTH C. OF C., Industrial Commission, J. A. Perkins, Chrmn. (x)
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- LAKE ONTARIO DEV. ASSN.**, Donald W. Kingdon, Gen. Mgr., Box 353, Regional, 2 Sites, Bldgs.
- PETERBOROUGH IND. COMM.**, D. Kingdon, Ind. Commr., City Hall. (x)
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- Pictou**—PICTON INDUSTRIAL COMMISSION, S. Gentile. (x)
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- NORMAN R. WILSON**, Mayor. (x)
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- Port Carling**—T. G. DIXON, Reeve. (x)
- Port Colborne**—GRTR. PORT COLBORNE C. OF C., H. A. Calder, T. H. & B. Bldg. (x)
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- Rosseau**—C. S. RAYMOND, Clerk-Treasurer. (x)
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Sombra Township — S. MACCALLUM, Reeve. (x)

Southampton — M. O. Burrows, Mayor. (x)
Souma River — STUART DENNIS, Clerk-Treas. (x)
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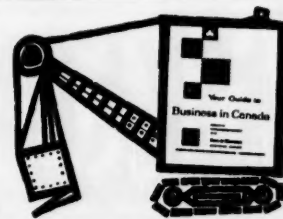
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New U. S. plants are now opening in Puerto Rico at the rate of two a week —clip coupon and learn why

579 new U. S. factories are already humming in Puerto Rico; average net profits are more than double the mainland average. Mail coupon for full details about Puerto Rico's ten-year tax holiday and other advantages.

IF your company is looking for a plant site, be sure to mail the coupon above for our new 56-page booklet "Producing in Puerto Rico." Here are some of the facts it explains in detail.

1. Ten-year income tax holiday. Puerto Rico is a self-governing Commonwealth within the American Union. It has no vote in the United States Congress. Consequently, in accordance with the principle of "no taxation without representation," Federal taxes do not apply in Puerto Rico—and the Commonwealth Government is empowered to assess its own income taxes according to its own needs.

Thus Puerto Rico is able to grant one-hundred per cent tax exemption for ten years to new industry. Only genuinely *new* or *expanding* operations qualify—never runaway plants.

2. Political stability. Property and investments are protected by the Constitutions of *both* Puerto Rico and the United States.

3. Excise tax exemption. Manufacturers receive a permanent exemption on all raw materials, machinery, and

equipment essential to the actual manufacturing process.

4. Abundant, skillful labor. Puerto Rico has a labor force of 650,000 workers—thirteen per cent of them still unemployed. They are naturally clever with their hands. And quick to master intricate jobs. The Commonwealth maintains a huge vocational training program, and will even arrange to train workers *especially* to operate a new manufacturer's machines.

5. Factory space available. Despite Puerto Rico's rapid industrial expansion, the Government keeps the supply of new factory buildings *ahead* of the demand. It also builds plants to manufacturers' specifications.

6. No currency or customs problems. Puerto Rico is an integral part of the U. S. economic system. The dollar is currency, and no passports are needed. Money, people, and goods move to and from the U. S. without tariffs or red tape.

7. Highly accessible location. Puerto Rico is served by 30 ocean lines and 8 airlines. It is only 4½ hours by air from New York, less than 4 from Miami.

8. A wonderful place to live. Hundreds of U. S. executives are going to Puerto Rico to work and to live. They love it. They forget about overcoats and heating bills. They are seldom more than half an hour's drive from the mountains or the beach.

Pleasant thought: Why not fly down to get your own impressions of this thriving Caribbean island? The sun shines 360 days a year and there isn't any rainy season. You won't find a kinder climate anywhere.

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